Trade and Industry
11 February 1977 35p

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To: The Industrial Expansion Team, Department of Industry, Millbank Tower, London SW1P 4QU
Please send me full details of the benefits in the Areas for Expansion and list of factories available.

Name _____ Position in Company _____

Company _____ Nature of Business _____

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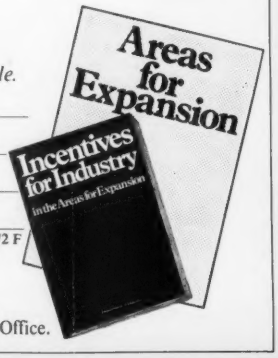

The Areas for Expansion

ISSUED BY THE DEPARTMENT OF INDUSTRY
in association with the Scottish Economic Planning Department and the Welsh Office.

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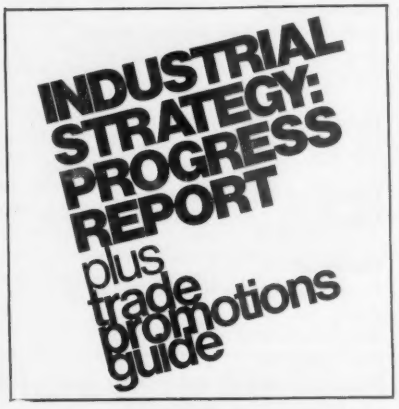
Trade and Industry

11 February 1977

News from the Departments of Industry·Trade·Prices & Consumer Protection



A reaffirmation of the industrial strategy programme, special attention to five key sectors of industry and prospects of a £3 billion improvement in the trade balance in 1980 were the highlights of the NEDC meeting on 2 February. See page 356 for a progress report on the industrial strategy.

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ABC

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Trade and Industry this week

EUROPE

'New initiatives needed'– Jenkins

EEC commission president, Roy Jenkins in his speech to the European parliament on 8 February stressed the need to take new initiatives to overcome the obstacles to the advance to economic integration.

The commission undertook, he said, to devise a general policy to concentrate its present and future financial resources on the central problem of economic divergence. The commission had to devise a more diversified and flexible means of responding to the urgent needs of various parts of the community economy – a means which took account of the fact that the underlying causes of cyclical problems are often structural. The commission would work out its ideas and consult member states about how best to put them into effect.

In an explanatory memorandum the commission said that the community would make a greater effort to back up work at a national level – a task that would be made easier by the concentration of all the community's financial instruments under one commissioner.

Mr Jenkins also said that the ability to command respect and support for the commission's longer-term plans would depend on how effective it was in providing solutions to immediate problems. One of the continuous and pressing problems was the policy for food and agriculture.

He said that this year's agricultural price fixing would be in the context of the overriding need to combat inflation. He had no doubt that the prudent course would be one of price moderation.

He went on to say that many of the problems facing the agricultural sector could not be solved by merely managing the existing mechanisms of the common agricultural policy, 'We need', he said, 'to look closely at its long-term objectives. This will provide one of our most important priorities'.

'No abandonment' on direct elections

The government has no intention of abandoning its commitment to introduce legislation on direct elections to the European assembly during the current session of parliament.

Explaining the government's position on this issue during a Commons debate on 7 February, Minister of State at the Home Office, Brynmor John, said that as a constitutional measure the legislation was bound to be regarded with the utmost seriousness. When proposing to elect people by national arrangements for a five-year period it was right to be concerned that the arrangements were as good as possible.

The UK government, like other EEC governments, had agreed to use its best endeavours and there was no binding commitment, said Mr John. Until a uniform electoral procedure came into operation, the electoral procedure was governed by the national provisions of member states.

Pointing out that the signature of the instrument on direct elections had taken place under five months previously (on 20 September last year), Mr John emphasised that the government needed to think carefully about the proposed legislation.

Provisional charge on Japanese bearings

A provisional anti-dumping duty has been imposed on imports into the community of ball and tapered roller bearings, and component parts, originating in Japan and falling within the common customs tariff heading ex 84.62.

The general rate of the provisional duty duty is 20 per cent of the cif value, though for products manufactured and exported by the Nachi-Fujikoshi Corporation of Japan and the Koyo Seiko Company of Japan the rate is only 10 per cent. The provisional duty was imposed by the commission by regulation (EEC) no. 261/77 on 4 February 1977 and is valid for a period of three months.

The regulation is binding in its entirety in all member states and the Secretary of State for Trade has made an order under the Customs Duties (Dumping and Subsidies) Act to give effect to the EEC regulation in the UK. The imposition of the provisional duty follows from an EEC anti-dumping investigation being carried out by the commission in collaboration with member states. Notice of the initiation of the investigation was given in the *Official Journal* on 13 November 1976. Inquiries: 01-215 3302.

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Soares to stop first in London

Mario Soares, the Portuguese Prime Minister, will visit London early next week (14 and 15 February) as the first stop on a tour of European capitals to discuss Portugal's desire for membership of the European community.

Dr Soares will be accompanied by the Portuguese Foreign Minister, Medeiros Ferreira, and by senior officials. He will have talks with the Prime Minister, James Callaghan, and other ministers on the afternoon of 14 February.

OVERSEAS TRADE

Anti-dumping: USSR revises prices

Following its anti-dumping investigation, announced on 25 October 1975, into imports of two models of dumper truck imported into the UK from the USSR, the Department of Trade is satisfied that these machines have been imported at dumped prices and that this dumping caused material injury to the British industry.

However, an undertaking has now been given that import prices will be revised so as to eliminate the margins of dumping that were found and it has therefore been decided not to impose anti-dumping duties as long as this undertaking is observed.

HOME

Shipbuilding trustee company

A shipbuilding trustee company is to be set up by the government. It will hold in trust on the government's behalf publicly owned shareholdings in shipbuilding, shiprepairing and marine engine building companies.

The announcement was made by Eric Varley, Secretary of State for Industry, in answer to a parliamentary question on 7 February. 'The government is greatly concerned', he said, 'at the delay to the Aircraft and Shipbuilding Industries Bill and the damage this is causing to the long-term future of the aircraft and shipbuilding industries. The government is wholly committed to securing the enactment of this bill at the earliest opportunity.

'Meanwhile I propose to establish a company – National Shipbuilders and Repairers Ltd – that will hold in trust on behalf of the government publicly owned shareholdings in shipbuilding, shiprepairing and marine engine building companies and undertake functions of management and of monitoring on behalf of the Department of Industry. The boards of the companies will continue to be responsible for direct management and control of all activities of the companies, including, for example, selling, industrial relations and wage negotiations.

'The new company will have a crucial role in seeking orders for the British shipbuilding industry to support the marketing effort of the individual companies.

'The company's chairman will be Sir Anthony Griffin, and Michael Casey, the under secretary at present responsible for shipbuilding matters in my department, will be its chief executive; he will also be appointed acting managing director of the Organising Committee for British Shipbuilders which is preparing for public ownership. The board will include full-time members of the Shipbuilding Organising Committee for their remaining periods with the Organising Committee and John Chalmers and Les Gregory who will be non-executive directors. There will be further appointments.

'The company's functions will be absorbed into British Shipbuilders as soon as that is established. Meanwhile its activities will help to offset the damage caused by the delay to the enactment of the Aircraft and Shipbuilding Industries Bill and will facilitate vesting when the Bill is passed.

'The main office of the company will be combined with that of the Organising Committee for British Shipbuilders.

'I will make a fuller statement on the company, its board membership and its functions, when my consultations on its establishment are completed.'

More help for Meriden

Details of government assistance to the Meriden Motor Cycle Co-operative were announced in parliament on 7 February by Eric Varley, Secretary of State for Industry.

Mr Varley reminded the House of his statement of 10 January: that, while the government had turned down the application for assistance from the co-operative in the form in which they presented it shortly before Christmas, the Chancellor of the Duchy of Lancaster and Alan Williams, Minister of State, were undertaking a study in depth of the possibilities of keeping the co-operative in being.

'I am now happy to tell the House that as the result of a helpful proposal from the General Electric Company, they have been able to come forward with a scheme to do just that,' said Mr Varley. 'The co-operative will improve their cash resources through having available up to £1 million from GEC, who will take over motor cycles until they are sold and will also provide some technical assistance and some management and marketing advice. The government welcome this company's willingness to assist the continuation of this important experiment in industrial organisation. For its part the government recognise that the co-operative is handicapped by its lack of a marketing organisation under its own control. The government has therefore decided, subject to the approval of the House and to the completion of the appropriate arrangements, to provide the co-operative with up to £½ million to purchase the marketing organisation and related assets from Norton Villiers Triumph Ltd. The price to be paid for the organisation and assets will be subject to valuation. In turn NVT are prepared in principle, and subject to the necessary legal requirements, to return the money to the government as soon as possible as payment for the redemption of an equivalent value of their preference shares held by my department. The government will also defer interest payment due from the co-operative in the period up to 31 December 1978 and subordinate this and the existing government investment to all other creditors of the co-operative. My rt hon friend the Secretary of State for Trade is instructing the Export Credits Guarantee Department to transfer the existing £6 million facility for Meriden motor cycles from NVT to the co-operative.

'On the production side the co-operative have made a promising start but have not yet been able to demonstrate their ability to create the necessary conditions for long-term viability without further support from public funds. The government believes that this valuable and interesting experiment should be given a fair opportunity to demonstrate this and the scheme worked out by my rt hon friends with the help of GEC should help to provide that opportunity. For their part, the co-operative have told me that the scheme will provide them with an opportunity to determine their own success and offers an adequate basis to tackle the immediate future.

'I am pleased to say that Lord Stokes has agreed to act as a consultant to the co-operative on North American and other international sales.

'The Industrial Development Advisory Board have considered the scheme and have advised that on balance, recognising the inherent risks, the proposals merit support providing the government's commitment is strictly limited.

'I shall bring the necessary resolution under section 8 of the Industry Act 1972 before the House for approval as soon as possible and that will provide opportunity for detailed discussion of the scheme.'

TECHNOLOGY NEWS

Towards a packaging code

A voluntary code of practice for the packaging industry could be worked out by the end of the year, Dr Robert Berry, director of the National Anti-Waste Programme, said on 8 February at a symposium organised by the Research Association for the Paper and Board, Printing and Packaging Industries.

'A negotiating body is now being formed to consider the nature and contents of the proposed code,' said Dr Berry. 'It will represent all interests, including industry, consumers, environmentalists and government. The CBI have already agreed to collaborate. I hope that the chairman and members will be announced in the near future and that we shall have worked out a code before the end of this year.'

Dr Berry said that the Waste Management Advisory Council recognised that packaging had many functions to perform. 'But at the same time we believe that a code of practice would help reassure consumers besides securing such objectives as optimum use of valuable materials and increased recycling. In addition to preventing waste occurring in the first place it is important to look at such things as the creation of new adhesives, inks and coatings, or new composite packaging materials, with formulations which make recycling more difficult or even impossible.

'We are therefore spearheading, with the agreement of the Office of Fair Trading, an effort to develop a code to be observed willingly by manufacturers, both of packaging and, perhaps more important, the makers of the goods which the packaging protects.'

Home news

Coal industry's 'good prospects to year 2000'

A long-term developing role for coal beyond 1985 can be seen up to at least the end of the century, and the industry has suggested an annual output of 170 million tons a year as a long-term planning target. The National Coal Board's Plan for Coal, for the maintenance of the industry's current capacity up to 1985, is still valid in spite of increases in costs.

These are the main conclusions of a report, 'Coal for the future – progress with plan for coal and prospects to the year 2000', published on 8 February by the Department of Energy on behalf of the 1976 tripartite coal industry working group. The group consisted of government, the NCB and the mining unions and was chaired by Tony Benn, Secretary of State for Energy.

The report says that well over half the development programme envisaged in the NCB's Plan for Coal has now been approved. By the end of September last year the NCB had given the go-ahead for over 80 major projects which will provide 26 million of the 42 million tons of new output planned for the mid-1980s.

In spite of increased investment now involved in Plan for Coal, the benefits are expected to be substantial. Productivity at pits receiving Plan for Coal investment is already about 24 per cent higher than average for the industry, and this will rise to about 60 per cent on completion of the investment projects. Plan for Coal investment is expected to reduce production costs in aggregate by about 10 per cent.

Plan for Coal costs have been revised in the light of inflation and experience and the total cost has increased from the original 1974 estimate of £1,400 million to £3,150 million at March 1976 prices. Most of this is due to inflation, but it also reflects changes in projects included in Plan for Coal.

The report restates the opencast target of 15 million tons a year, expected to be reached in 1980-81.

Looking forward from 1985 to the year 2000, the report says that the precise level of coal demand is uncertain, but it is not likely to be less than 135 million tons a year. To meet a demand of this order, after allowing for inevitable exhaustions, 30 million tons of new capacity would be required. If a bigger output is needed – and a total production, including opencast, of around 170 million tons a year is quite feasible (ie the middle of the forecast demand range) – then up to 30 new pits might be needed over the period 1985-2000, giving 60 million tons of new capacity and implying overall capital expenditure of about £400 million a year.

Company reverses decision – and expands

Production will start on 1 March at a factory on Millfield industrial estate, Bentley, Doncaster.

The company purchased land and built a 1,300m² factory on the estate in 1974 but decided not to go into production in view of the economic climate. Instead, the company tried to sell the factory.

But now the company is going ahead with its original plans. Fluorescent Controls and Lighting Ltd, part of the City Electrical Factors group of Kenilworth, will begin operations at Doncaster with a workforce of 16, building up to about 35.

NEB revives electrical company

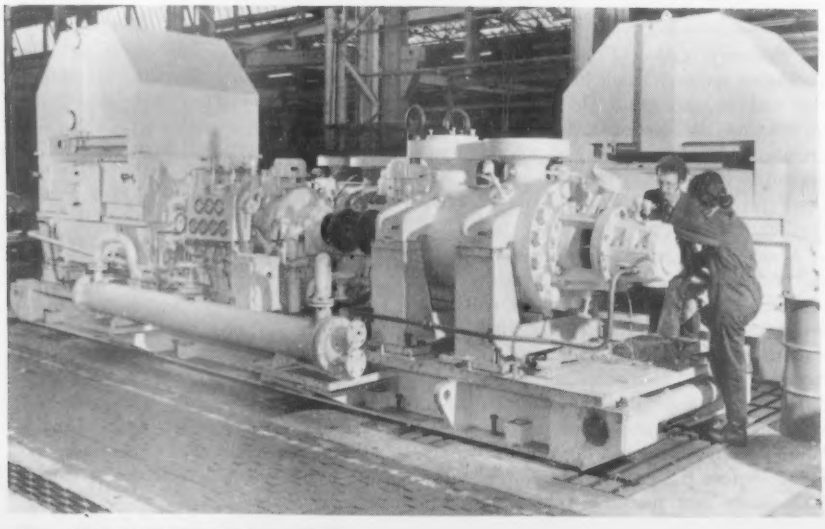
Finance has been provided by the National Enterprise Board for forming Keland Electrics Ltd (KEL), which has acquired manufacturing assets, stocks of materials and work in progress from the receivers of Keland Ltd.

The new company will carry on the business of producing and marketing electrical transformers and similar electrical products at Blaydon-on-Tyne, Tyne and Wear.

KEL exports a fifth of its output and is a substantial supplier to the Post Office and major British electrical companies. It is hoped to build up the business so that employment which can be given initially to some 120 people will increase as operations grow.

The NEB has supplied the new company with £100,000 capital as equity and £50,000 in the form of an unsecured loan. In addition the Midland Bank is providing overdraft facilities.

Main oil pipeline pumps of barrel-casing design for the Thistle North Sea oilfield under construction at Mather and Platt Ltd, Manchester. Each machine can pump more than 17,000 tonnes of crude oil per day from the Thistle platform to the Shetland terminal, over 100 miles away. The units are driven by 3130kW motors through variable-speed fluid couplings



Regional problems

Alan Williams, Minister of State for Industry with responsibility for regional policy, will be the principal speaker at a one-day conference 'Regional economic problems and policies' on 14 March. The conference is organised by the University of Aston in Birmingham in association with the West Midlands branches of the Royal Town Planning Institute and the Regional Studies Association and it will be held at the National Exhibition Centre in Birmingham.

Further information is available from Michael Tricker, APUS, The University of Aston in Birmingham, Birmingham B4 7ET (tel. 021-359 3611 ext. 6052).

Fife petro-chemical project

Bruce Millan, Secretary of State for Scotland, has decided to call in for determination by him an application for planning permission at present before Dunfermline and Kirkcaldy district councils for a major petro-chemical development at Moss Morran and Braefoot Bay, Fife.

The application, which has been lodged by Shell Expro, is for outline planning permission for the construction of a natural gas liquids separation plant at Moss Morran and associated jetty at Braefoot Bay, with facilities for the storage, transmission loading and shipment of separated products.

In letters sent to the two district councils the Scottish Development Department indicates that the application has been called in as the development proposals, which are closely connected with the supply of North Sea oil and gas, appear to raise major policy issues of more than district or regional significance and to have implications for the national as well as the local economy. They are likely to have an impact extending beyond the immediate sites and localities and to raise general issues relating to the environment of the Forth Estuary.

As a first step towards determining the application, the Secretary of State will consider any observations which the planning authorities submit to him and also any other representations which he receives following public advertisement of the proposals. He may hold a public local inquiry into the application; if any of the parties to the application ask for an inquiry the Secretary of State is bound to accede to the request.

New industrial estate for South Yorkshire

Work has started on the new 20 hectare (50 acre) Goldthorpe Industrial Estate, being developed for the Department of Industry, near Rotherham, South Yorkshire.

A contract worth over £300,000 has been awarded by the English Industrial Estates Corporation to Northwest Civil Engineering Ltd for the re-grading of the site, the provision of roads and foul and surface water drainage. Consulting engineers are White-Young and Partners of Leeds.

The site preparation should be completed by the end of September and the corporation expects work to start on two advance factories, each of 1,350m² (15,000 sq ft) within the next few months.

Increasing air passenger liability limits

UK airlines – along with airlines in more than 20 countries – have now contracted for a limit of liability of more than twice that provided by international convention for the death or personal injury of passengers on international flights.

This was announced on 7 February by Stanley Clinton Davis, Parliamentary Under-Secretary of State for Companies, Aviation and Shipping, in answer to a parliamentary question from Neville Sandelson (Hillingdon, Hayes and Harlington). He said:

'Following informal consultations amongst west European authorities begun with my support by the Civil Aviation Authority in 1974, airlines in more than 20 countries now enter into a special contract under the Warsaw Convention, as amended at the Hague, for a limit of liability for the death or personal injury of passengers in international carriage, over twice that provided by the convention.

'A list of the airlines concerned has been placed in the libraries of both Houses.

'British airlines are required by the Civil Aviation Authority to contract for a limit of not less than £25,000. Since a limit of US $58,000 also applies to all flights touching the United States, under the 1966 Montreal Agreement, by far the largest proportion of international carriage by air is now subject to a limit more than twice as high as that in the Warsaw Convention as amended at the Hague.

'At the same time we and like-minded countries will continue to pursue policies aimed at securing the implementation of the 1975 Montreal Additional Protocol no 3, which provides for no-fault liability and a substantially higher limit still'.

Cinematograph Films Council appointments

Edmund Dell, Secretary of State for Trade, has made the following appointments to the Cinematograph Films Council:

Independent members:
Dame Elizabeth Ackroyd
David Gordon
Mr E. Humphries
Derek Malcolm*
Vincent Porter*
Mrs Jean Spencer-Phillips

Members representing makers of British films:
Lord Brabourne
Mamoun Hassan*
K. L. Maidment*
Sir John Woolf

Members representing renters:
Mr W. G. Gilbert*
Mr P. Livingstone

Members representing exhibitors:
Mr C. G. Bernstein
Miles P. Jervis*
Mr H. C. Orr
Mr J. K. S. Poole
Mr R. A. Webster

Members representing persons employed by makers, renters or exhibitors of British films:
John Morton
Peter Plouviez
Alan Sapper
John Wilson*

* New members.

The appointments are for the period ending 31 December 1979. Mr W. A. Grant was appointed chairman on 1 December 1976.

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INDUSTRIAL & COMMERCIAL PROPERTY

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Time limits for investment grant applications

In accordance with the provisions of section 1(6) of the Investment and Building Grants Act 1971 the Investment Grants Termination (No 7) Order 1977 which was made on 5 January 1977 came into operation on 7 February. This order specifies dates by which applications for investment grants must be made.

The dates and periods in question are as follows:

Expenditure incurred	Date before which application must be made
1 April-30 June 1976	1 January 1978
1 July-30 September 1976	1 April 1978
1 October-31 December 1976	1 July 1978
1 January-31 March 1977	1 October 1978

A direction has also been made providing that application must be made on the standard form relevant to the type of asset on which the expenditure was incurred and accompanied in each case by a report by an independent qualified accountant as at present required.

Notes

The then Minister for Industry announced on 12 February, 1971 in reply to a question in the House of Commons his intention to set these time limits. Industry will be given full notice both of the making of any further order and of any reduction in the interval of 18 months between the period in which expenditure is incurred and the final date for making application.

Section 1(6) of the Investment and Building Grants Act 1971, which received the Royal Assent on 27 July, 1971, empowers the Secretary of State for Industry to specify by order dates by which applications for investment grants must be made and to issue directions as to the form of such applications, the particulars they must contain and the documents which must accompany them.

The act precludes the payment of grant on applications not complying or in the opinion of the secretary of state not substantially complying, with any relevant direction.

The Investment Grants Termination (No 6) Order 1976, which provided for applications in relation to expenditure incurred in various periods up to 31 March, 1976 to be made before certain dates up to 1 October, 1977 and the related direction came into operation on 9 February, 1976.

Copies of the Investment Grants Termination (No 7) Order 1977 (SI 1977 No 12) are available from HMSO, price 10p.

APPENDIX I: NOTES FOR APPLICANTS

Before any grant is made in relation to expenditure incurred after 26 October 1970 the Department of Industry will require the application to be supported by forms IG/32 (or IG/33 in the case of ships) and the relevant evidence of contract.

Full information to assist applicants in completing the forms prescribed in the direction is contained in explanatory notes issued with each form. Copies of the forms and explanatory notes may be obtained from the Regional Development Grants Offices and Regional Development Grants Division.

Plant and machinery forms available from the following Department of Industry Regional Development Grants Offices:

Queensway House, West Precinct, Town Centre, Billingham, Cleveland TS23 2NF, tel. (0642) 553671, telex 58608.

24-26 Newport Road, Cardiff CF2 1SY, tel. (0222) 42611, telex 49538.

St Peter's House, Stanley Precinct, Bootle, Merseyside L20 3LZ, tel. 051-922 4030, telex 627162.

Magnet House, Waterloo Street, Glasgow G2 7BT, tel. 041-221 9833, telex 77611.

Forms for ships, hovercraft and computers available from:

Department of Industry, Regional Development Grants Division, Millbank Tower, London SW1P 4QU, tel 01-211 5518, telex 918829.

APPENDIX II: DIRECTION UNDER SECTION 1(6) OF THE INVESTMENT AND BUILDING GRANTS ACT 1971

The terms of the latest direction made in accordance with the provisions of the 1971 Act are as follows:

'The Secretary of State having by the Investment Grants Termination (No 7) Order 1977 (SI 1977 No 12) provided that applications for grant under Part 1 of the Industrial Development Act 1966 in respect of expenditure incurred during certain periods are to be made before certain dates therein specified and that such applications are to be made in such a form and manner and to contain such particulars and be accompanied by such documents as he may direct;

The Secretary of State hereby directs that application to which the Order applies –

a Shall be made on such form available from any of the Regional Development Grants Offices (or in the case of a form relating to computers, ships, or hovercraft, Regional Development Grants Division, Millbank Tower, London SW1P 4QU) of the Department of Industry and bearing the number specified in the first column of the Annex to this direction as is appropriate to assets of the class to which the asset, in relation to which the application for grant is made, belongs, such classes being specified in relation to each form in the second column of the said Annex, and

b Shall contain the particulars required by that form and by the explanatory note specified in the Annex to this direction as relating to that form, including the reports so required by an accountant having the qualifications set out in that explanatory note.

Dated: 7 February 1977.
Signed: S. J. Irwin
Assistant Secretary
Department of Industry.'

Annex: Application Forms

Form no	Asset	Explanatory notes
IG/1	Plant and machinery provided for use in the manufacturing and ship repairing industries	IG/1/A
IG/2	Plant and machinery provided for use in the construction industry	IG/2/A
IG/3	Plant and machinery provided for use in the extractive industry	IG/3/A
IG/3(CS)	Plant and machinery provided for use in the extractive industry in an area designated by order in council under Section 1 of the Continental Shelf Act 1964	IG/3/(CS)/A
IG/4	Plant and machinery hired out for use in the manufacturing, ship repairing and extractive industries	IG/4/A
IG/5	Plant and machinery provided for hiring out for use for construction purposes	IG/5/A
IG/6	A computer for use by the applicant or hired out for a period of not less than three years	IG/6/A
IG/7	A new ship	IG/7/A
IG/8	A hovercraft provided for use by the applicant	IG/8/A
IG/9	Mining works	IG/9/A
IG/11	Plant and machinery provided for use in the manufacturing and ship repairing industries*	IG/1/A
IG/12	Plant and machinery provided for use in the construction industry*	IG/2/A
IG/13	Plant and machinery provided for use in the extractive industry*	IG/3/A
IG/14	Plant and machinery hired out for use in the manufacturing, ship repairing and extractive industries*	IG/4/A
IG/15	Plant and machinery provided for hiring out for use for construction purposes*	IG/5/A
IG/16	A computer leased for period of less than three years	IG/16/A
IG/17	New parts for a ship	IG/17/A
IG/18	A hovercraft hired out by the applicant	IG/18/A
IG/20	Expenditure incurred in the production of a prototype for use in scientific research	IG/20/A
IG/36	A computer*	IG/6/A (amended)

* This form incorporates an undertaking for use when the asset has been disposed of before the application for grant is made.

Small firms 'slow to take up assistance'

The Department of Industry's scheme to finance studies into possible collaboration between small firms has not attracted the attention it deserves, Bob Cryer, Parliamentary Under-Secretary at the Department of Industry, said on 3 February. Mr Cryer, who has special responsibility for small firms, was addressing the Tyne and Wear Small Business Club.

'The main problem,' he said, 'seems to be inability to meet the criteria for assistance rather than lack of ideas. I would urge small businesses to study the scheme carefully and if it is of interest to them, to submit proposals of the department without delay.' Under the scheme, a total of £100,000 is available to support feasibility studies in the two years ending March 1978, with a maximum contribution of £5,000 in any one case.

Mr Cryer also talked about the small firms counselling service which he launched in the

West country at the end of last year. 'There has been a steady trickle of clients using the new service over the first few weeks of its life, but it is still too early to say whether it is likely to develop into a healthy flood. I have no doubt however that it could become an extremely valuable service once it has proved its worth in the eyes of the small business community. We hope to extend this scheme throughout the whole of England if it proves to be a success in the pilot area.'

North West small firms centre deals with 25,000th inquirer

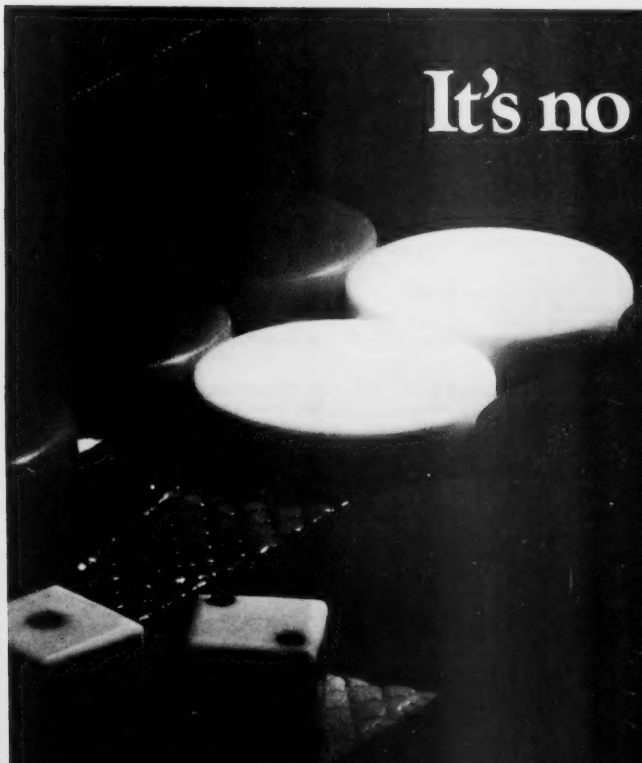
The North West Small Firms' Information Centre, set up by the Department of Industry in 1974, has now dealt with its 25,000th inquirer. It becomes the first regional centre outside London to reach this figure.

The wide use being made of the centre, in Peter Street, Manchester, by North West firms, justified the recent opening of a sub-office at 1 Old Hall Street, Liverpool, which is already receiving an increasing number of inquiries from companies on Merseyside.

The Manchester and Liverpool offices of the centre are both served by a Freefone facility (Freefone 6005).

Scottish-built cargo ships for Argentina

The *Salta*, 19,930 dwt, first of three cargo liners for Empresa Lineas Maritimas Argentina – Argentina's state-owned shipping line – to be built by the Dundee division of Robb Caledon Shipbuilders. In 1974, Argentina, in collaboration with A and P Appledore International Ltd, put together a programme for the construction of nine cargo liners, three to be built by Robb Caledon and six to be constructed by the Argentina state-owned shipyard. The six vessels constructed in Argentina incorporate British steel, machinery and equipment, and are being built to Robb Caledon's drawings. Doxford Engines Ltd, Sunderland, supplied the 8,000 bhp main engine (67J4) control console. The ship design is based on the Austin and Pickersgill's SD14.



It's no game of chance!

Nothing to do with the luck of the dice - no matter how many doubles you may hope to throw - you must immediately and seriously re-appraise your true situation.

Harrassed by escalating operating costs; hemmed in by road congestion, factory inaccessibility; inadequate and outdated premises with no convenient expansion possibilities; frustrated by non-availability of the right skills and mix of labour and high staff turnover!

Plan now so you are poised to seize your opportunity when the break comes.

Therein lies the answer to your next move - a move to an area with a potential - the New Towns of the North East. From there you can tackle the problems which have frustrated your every move.

The economic survival of your company is the game you must win - make your move now, before 'Backgammon'.

There are so many advantages for you and your business in the North East New Towns - so many, in fact, that we have opened a London Office to provide you with a confidential single point contact. You can lose nothing and perhaps gain much by writing, phoning or calling in to the:

London Office of the North East New Towns,
World Trade Centre,
London E1 9AA.
Telephone **01-488 2400**

LONDON OFFICE OF THE NORTH EAST NEW TOWNS
[Aycliffe Peterlee Washington]

ENCIRCLE TI 384 ON PAGE 406 FOR FURTHER INFORMATION

Implementation of the Companies Act 1976

The timetable for implementing the main provisions of the Companies Act 1976 was outlined last week.

Answering a parliamentary question on 3 February from Brian Sedgemore (Luton, West), Stanley Clinton Davis, Parliamentary Under-Secretary of State for Companies, Aviation and Shipping, said:

'Apart from section 33 (contents of prospectus), which was brought into operation on 24 January, it is the intention of my rt hon friend to bring the following provisions of the act into operation on the dates indicated below:

Sections 1 to 11 (Duty to prepare, lay and deliver accounts by reference to accounting reference periods) 1 October 1977, apart from sections 2(1) and 10(1) and (2) which will be brought into operation on 1 March 1977
Section 12 (Accounting records) 1 October 1977.
Sections 13 to 20 (Auditors) 18 April 1977.
Sections 21 to 23 (Returns as to Directors and Registered Office) 18 April 1977.
Sections 24 to 27 (Notification of interests in shares) 19 April 1977.
Sections 28 and 29 (Disqualification orders) 1 June 1977.
Sections 30 to 32 (Welsh and Overseas companies) 18 April 1977.
Sections 34 to 37 (Forms, fees, etc) 18 April 1977.
Section 38 (part), 39 and 41 (Functions of registrar, criminal proceedings, unregistered companies) 18 April 1977.
Sections 42 and 43 (Amendments, repeals, expenses) As necessary.

'Commencement orders and orders prescribing forms and other matters will be made and published at the appropriate times,' said Mr Clinton Davis.

'There is already in force a number of prescribed forms orders, made under the Companies Acts; when the present act has been implemented, I propose to review all the forms in use, with a view to re-enacting them in one consolidating measure, thus easing the burden on all those who use the forms.

'In prescribing the forms for use under this act, and in the subsequent review, I will of course seek the views of the Companies Registration Office Users' Group.'

The sections of the act to be implemented include provisions concerning:

Accounts – sections 1 to 11 of the act contain a new procedure for filing company accounts with the Registrar of Companies, replacing the existing requirements of the Companies Act 1948. A company will be required to file its accounts within a fixed period – normally 10 months for private companies and seven for public companies – following the end of each accounting reference period. Before the system comes into operation, all companies will be asked to tell the registrar of the date on which their accounting reference period ends. He will then be able to tell if a company has failed to file its accounts on time.

Section 12 tightens up the requirements on companies' accounting records to ensure that they are such as to enable the directors to assess the company's position at any time.

Auditors – the act makes a number of important changes to the law on auditors, including tightening the qualification requirements and amending the procedures for the appointment and removal of auditors.

Returns to the registrar – the act amends the law on the information to be supplied to the registrar concerning a company's directors, secretary and registered office.

Notification of interests in shares – the law on the disclosure of interests in shares is amended, including a reduction from 5 per cent to 10 per cent in the threshold for notification of any class of voting shares, and from 14 to five days in the period for notification, and giving listed companies the right to require registered shareholders to disclose whether or not they are the beneficial owners of shares, and if not who else has an interest in the shares.

Disqualification orders – the Secretary of State for Trade can apply to the courts for an order disqualifying a person from acting as a director of a company for up to five years if he has been persistently in default in filing returns.

Welsh companies – the act regularises the use of the Welsh language under the Companies Acts, and permits the use of 'cwfyngedig' instead of 'limited' in certain cases.

Overseas companies – the Secretary of State for Trade will have the power to prevent a foreign company with a place of business in the UK from trading under a misleading name.

The act received Royal Assent on 15 November 1976.

Prevention of Fraud (Investments) Act 1958

The following changes have taken place in Parts 1, 4 and 5 of the 1976 edition of 'Particulars of Dealers in Securities and of Unit Trusts' published in May.

PART 1 HOLDERS OF PRINCIPALS' LICENCES

Name	Nationality or country of incorporation	Address
ADDITIONS		
Abacus Investment Services Ltd	Great Britain	124 Finchley Road, London NW3 5JS
DELETIONS		
David Samuel Trust Ltd	Great Britain	10-12 Cork Street, London W1X 1PD
Investment and General Management Services Ltd	Great Britain	Neville House, Wendens Ambo, Saffron Walden, Essex CB11 4LB
New City Securities Ltd	Great Britain	121 Hamilton Terrace, London NW8 9QR
Selective Guaranty Ltd	Great Britain	55 Park Lane, London W1Y 3DH
Slater Walker Holdings Ltd	Great Britain	8 Old Change Court, London EC4M 8DA
Stanhope Finance Ltd	Great Britain	Alexander Buildings, 32 John William Street, Huddersfield, Yorks
Stillacrest Securities Ltd	Great Britain	1 Old Burlington Street, London W1X 2AX
Thames Guaranty Ltd	Great Britain	5 Queen Street, London W1
Thames Guaranty (Investments) Ltd	Great Britain	25 Berkeley Square, London W1X 5HB
Trade and General Securities Ltd	Great Britain	1-5 Harley Street, London W1N 1DA
CHANGE OF NAME		
Slater Walker Investments Ltd	Great Britain	30 St Paul's Churchyard, London EC4M 8DA
TO		
Britannia Financial Services Ltd	Great Britain	30 St Paul's Churchyard, London EC4M 8DA
CHANGES OF ADDRESS		
Duncan Lawrie Ltd	Great Britain	17-21 Mark Lane, London EC3R 7BY
Fidelity Management and Research (UK) Ltd	Great Britain	64 Cannon Street, London EC4N 6AD
Professional Portfolio Planning Ltd	Great Britain	Dauntsey House, Frederick's Place, Old Jewry, London EC2R 8HN
Rutland Securities Ltd	Great Britain	8 Rathbone Place, London W1P 1DE

PART 4 EXEMPTED DEALERS including TRUSTEE SAVINGS BANKS

Name	Registered office, principal place of business or principal place of business in Great Britain
ADDITIONS	
Deutsche Bank (UK) Finance Ltd	6 Bevis Marks, London EC3A 7HL
CHANGE OF NAME	
UBAF Ltd	Commercial Union Building, St Helen's, 1 Undershaft, London EC3P 3HT
TO	
UBAF Bank Ltd	Commercial Union Building, St Helen's, 1 Undershaft, London EC3P 3HT
CHANGE OF STYLE	
Sumitomo International Finance AG	66 Gresham Street, London EC2V 7EL
TO	
Sumitomo Finance International Sumitomo International Finance AG	66 Gresham Street, London EC2V 7EL
CHANGE OF ADDRESS	
Deutsche Bank AG	10 Moorgate, London EC2P 2AT

Group and/or name and address of management company	Name of scheme	Name and address of trustee
CHANGES		
DELETE		
Unit Trust Accounting and Management Ltd Plantation House 5-8 Mincing Lane London EC3M 3DX	The Great Winchester Unit Trust	National Westminster Bank Ltd 41 Lothbury London EC2P 2BP
	The Great Winchester Overseas Unit Trust	National Westminster Bank Ltd 41 Lothbury London EC2P 2BP
AND REPLACE BY		
E. F. Winchester Fund Management Ltd 61 Cheapside London EC2V 6AX	The Great Winchester Unit Trust	Barclays Bank Trust Co Ltd 54 Lombard Street London EC3P 3AH
	The Great Winchester Overseas Unit Trust	Barclays Bank Trust Co Ltd 54 Lombard Street London EC3P 3AH
DELETE		
Tyndall Managers Ltd 18 Canynge Road Bristol BS99 7UA	Tyndall National and Commercial Capital Fund	The Royal Bank of Scotland Ltd PO Box No. 51 St Andrew Square Edinburgh EH2 2YB
	Tyndall National and Commercial Income Fund	The Royal Bank of Scotland Ltd PO Box No. 51 St Andrew Square Edinburgh EH2 2YB
AND REPLACE BY		
The Royal Bank of Scotland Ltd 42 St Andrew Square Edinburgh EH2 2YE	National and Commercial Capital Fund	Alliance Assurance Co Ltd 1 Bartholemew Lane London EC2N 2AB
	National and Commercial Income Fund	Alliance Assurance Co Ltd 1 Bartholemew Lane London EC2N 2AB
DELETE		
Coyne Investment Management Ltd 23 East Street Tonbridge, Kent	Coyne Growth Fund	Midland Bank Trust Co Ltd 27-32 Poultry London EC2P 2BX
AND REPLACE BY		
Target Trust Managers Ltd 7-9 Breams Buildings London EC4A 1EU	Coyne Growth Fund	Midland Bank Trust Co Ltd 27-32 Poultry London EC2P 2BX

The following changes have taken place in the entry for Britannia Trust Management Ltd. In the 'Name of Scheme' column:

DELETE	AND REPLACE BY
Slater Walker Assets Trust	Britannia Assets Trust
Slater Walker Britannia High Income Trust	Britannia High Income Trust
Slater Walker Banking Insurance and Financial Shares Trust	Britannia Banking Insurance and Financial Shares Trust
Slater Walker Capital Accumulator Trust	Britannia Capital Accumulator Trust
Slater Walker Commercial and Industrial Trust	Britannia Commercial and Industrial Trust
Slater Walker Commodity Shares Trust	Britannia Commodity Shares Trust
Slater Walker Domestic Trust	Britannia Domestic Trust
Slater Walker Exempt Trust	Britannia Exempt Trust
Slater Walker Far East Unit Trust	Britannia Far East Unit Trust
Slater Walker General Fund	Britannia General Fund
Slater Walker Global Growth Fund	Britannia International Growth Fund
Slater Walker Gold and General Trust	Britannia Gold and General Trust
Slater Walker Growth Trust	Britannia Growth Trust
Slater Walker Income and Growth Trust	Britannia Income and Growth Trust
Slater Walker Minerals Trust	Britannia Minerals Trust
Slater Walker New Issue Trust	Britannia New Issue Trust
Slater Walker North American Trust	Britannia North American Trust
Slater Walker Professional Trust	Britannia Professional Trust
Slater Walker Property Shares Trust	Britannia Property Shares Trust
Slater Walker Shield Trust	Britannia Shield Trust
Slater Walker Status Change Unit Trust	Britannia Status Change Unit Trust
Slater Walker Unit Fund of Investment Trust Shares	Britannia Unit Fund of Investment Trust Shares

AMALGAMATIONS

Abacus Arbuthnot Eastern and International Fund has amalgamated with Jascot Australian compound fund and has been renamed Arbuthnot Eastern and International Fund.

TERMINATIONS

Abacus Arbuthnot Eastern and International Fund will terminate pursuant to its amalgamation with Jascot Australian compound fund.

Clearance of merger proposals

Roy Hattersley, Secretary of State for Prices and Consumer Protection, has decided, on the information at present before him, not to refer the following proposed mergers to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973:

Hanson Trust Ltd and Whitecroft Ltd

Bricomin Investments Ltd and Menteith Investment Trust Ltd

Bowater Packaging Ltd and Cross Paperware Ltd

Record traffic year for British Airports

A record 33.4 million passengers used the seven airports run by the British Airports Authority during 1976, a 3.5 million (+9.4 per cent) increase on the previous year, according to figures released by BAA on 24 January.

In December alone, 2.3 million passengers passed through the airports, a 12 per cent increase on December 1975 which emphasised the growth pattern through the year.

In the south east, Heathrow put on nearly 2 million passengers to record a 1976 total of more than 23 million – 9.1 per cent up on 1975. Gatwick showed a 6.9 per cent increase to 5.7 million passengers while Stansted passenger traffic rose by 12.4 per cent to 267,700.

The four Scottish airports showed an overall 14.1 per cent increase in passengers to give a total annual throughput of 4.2 million.

Air transport movements at south east airports increased over the 12 month period by 2.6 per cent. The minimal 0.8 per cent rise in the number of movements at Heathrow reflected the increased use of wide-bodied aircraft and higher load factors. At Gatwick the 8.5 per cent increase in movements was attributed to a build-up of scheduled flights by smaller aircraft types.

With the four Scottish airports showing an average increase of 15.4 per cent in air transport movements, the seven airports' total rose by 5.5 per cent.

An increase of 12.4 per cent in Heathrow's cargo traffic during December continued the trend established in the second half of the year and helped the airport record an annual growth of 2.6 per cent on 1975. The tonnage handled at the airport by the end of 1976 was almost 416,000 metric tonnes. Gatwick handled 80,000 tonnes (+6.2 per cent) and Stansted improved by 6.1 per cent on 1975 with 20,800 tonnes.

Conference on air travel in Europe

Consumer bodies in Europe can discuss common air travel problems at Europax 77, a conference in London being organised by the Airline Users Committee on 12 to 13 May.

A major item for discussion will be the levels and structure of European air fares, which have been sharply criticised by the Airline Users Committee in a report and which have been the subject of a recent public consultation conducted by the Civil Aviation Authority.

The conference chairman will be Lord Boyd-Carpenter (whose term of office as chairman of the CAA and of the AUC will have concluded before then), and it is intended to invite speakers from a number of European countries.

Patents endorsed 'Licences of Right'

Under Section 35 of the Patents Act 1949 the following patents were endorsed 'Licences of Right' on the date specified.

22 December 1976

1,185,951	Standard Telephones and Cables Ltd	Telephone switchboard apparatus
1,347,457	Standard Telephones and Cables Ltd	Electrical equipment assemblies
1,360,736	Standard Telephones and Cables Ltd	Scanned display device
1,376,393	Standard Telephones and Cables Ltd	Glass frits
1,406,912	Standard Telephones and Cables Ltd	Data terminal receiver
1,436,925	Hitachi Ltd	Colour picture tubes containing an in-line type electron gun assembly
1,438,908	Hitachi Ltd	Exposure apparatus for forming fluorescent screens of colour picture tubes
1,445,645	Hitachi Ltd	Electron gun assembly for use in multi-beam type cathode ray tube
1,446,899	Hitachi Ltd	Improvements in or relating to colour picture tubes
1,305,990	Clement Walker Weston Jr	Deep submersible power unit
1,306,469	Clement Walker Weston Jr	Deep submersible power assembly
1,065,562	Herbert Morris Ltd	Improvements in means for automatically operating and controlling reciprocating motion
1,209,522	International Standard Electric Corporation	Non-linear coder
1,266,786	Tokyo Tanube Co Ltd	Process for preparing d-ribono-γ-lactone
1,287,509	Towa Kasei Kogyo Co Ltd	Process for preparing crystalline sorbitol in granular form
1,336,791	Coal Industry (Patents) Ltd	Dust suppression means for mining machines
1,339,812	Otto Oeckl	Multi-spindle drilling head having an arrangement for adjusting drilling spindle carriers independently of one another
1,410,226	Roger Paul Sonneville	Improvements in or relating to a reinforcing device for an element of prestressed concrete and applications thereof

6 January 1977

1,127,361	EMI Ltd	Improvements relating to pattern recognition devices
1,178,232	EMI Ltd	Improvements in or relating to gain control circuits
1,264,113	EMI Ltd	Navigational apparatus
1,410,053	EMI Ltd	Improvements relating to electron tube arrangements
1,300,791	Capital Records Inc	Improvements in or relating to apparatus for producing gramophone records
1,300,792	Capital Records Inc	Improvements in or relating to apparatus for producing gramophone records
1,300,793	Capital Records Inc	Improvements in or relating to apparatus for producing gramophone records
1,313,828	Gerhard Fuchs and Ute Thierer	Slewing jib crane
1,379,483	Gerhard Fuchs and Ute Thierer	Jib crane
1,219,330	Agfa-Fevaert Aktiengesellschaft	Optically sensitized light-sensitive material
1,249,861	George Malcolm Byrd and Graham Jules Byrd	Manually propelled vehicles
1,268,153	Societe de Recherches Industrielles SORI	Method of preparing 2,3-dibromofuran
1,314,019	Albert Rolland SA	New antibiotic substance and process for the extraction of such an antibiotic substance from a new strain of pseudomonas
1,330,495	EMI-Varian Ltd	Improvements relating to microwave tuning arrangements
1,366,809	Portasilo Research Ltd	Measuring apparatus
1,385,278	Societe Anonyme Automobiles Citroen	Improvements in or relating to vehicle braking control
1,398,688	Raffinerie Tirlemontoise	A washer for roots or tubers
1,443,151	Timothy Bak-Kwan Leung	Means for reproducing three-dimensional pictures

12 January 1977

1,095,407	Regie Nationale des Usines Renault	Improvements to air-conditioning installations for motor vehicles
1,170,864	Regie Nationale des Usines Renault	Improvements in paint plants with ventilation and paint-particle recovery system
1,206,221	Regie Nationale des Usines Renault and Automobiles Peugeot	Improvements in hydraulic devices for controlling a stepped automatic transmission having three forward gears with under-torque shift and reverse
1,417,756	Chinoin Gyogyszer Es Vegyeszeti Termekek Gyara Rt	3,5-dinitro-4-amino-phenyl-alkyl sulphones
1,418,305	Chinoin Gyogyszer Es Vegyeszeti Termekek Gyara Rt	Improvements in or relating to 1,3-diphenyl-propanone derivatives and sweetening agents
1,422,722	Chinoin Gyogyszer Es Vegyeszeti Termekek Gyara Rt	Improvements in acrylic acid derivatives
1,321,245	Lafarge	Process for the hydration of silicates with a low calcium content, products obtained and their applications
1,329,669	Societe Chimique des Charbonnages CdF Chimie	Production of pure polyols
1,422,442	Theo Pilhofer	Measuring the size of disperse elements

17 January 1977

1,424,462	Arthur Schwartz	Stand-up wheelchair
1,424,463	Arthur Schwartz	An invalid mobility device
1,265,344	Licentia Patent-Verwaltungs GmbH	Apparatus for supplying orders from a plurality of diverse goods held in store
1,380,903	John Vernon Buckland	Improvements in or relating to damage control in ships
1,423,608	Chinoin Gyogyszer es Vegyeszeti Termekek Gyara Rt	Compositions of low calorie content

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patent Form No. 45 within two months after the date of endorsement.

E. Armitage
Comptroller

North Sea participation agreement with ICI

An understanding has been reached with ICI for BNOC's participation in the company's interests in petroleum from the Ninian oilfield.

BNOC will have access, after an initial interval, to up to 51 per cent of ICI's oil from Ninian. In return, there will be provisions for BNOC to give ICI the option to purchase at market price oil of comparable quantity and quality to that purchased by BNOC from the company, for use primarily in support of ICI's UK petrochemical operations.

'Compare your home heating costs'

Independent comparisons of the cost of using different fuels for different methods of space and water heating in the home, are given in a new booklet issued free by the Department of Energy. This was announced on 4 February by Dr John Cunningham, Parliamentary Under-Secretary of State for Energy.

Dr Cunningham was replying to a parliamentary question from Tom Pendry (Stalybridge and Hyde) who asked when the government intended to implement recommendation 18 of the First Report of the Select Committee on Science and Technology on Energy Conservation, that it should provide comparative information about fuels and heating appliances.

Dr Cunningham said:

'My department has today published a free booklet – 'Compare Your Home Heating Costs' – whose aim is to give an impartial comparison of the typical annual cost of domestic heating by different fuels. The comparisons cover different situations – heating a living room, supplying hot water from an independent system, and partial and full central heating of a typical three bedroom semi-detached house.

'The booklet, which covers solid fuel, electricity, gas, oil and paraffin, should be of particular help to those who already have a choice of fuels; to those who need to replace a heating appliance or who are thinking of improving their heating system; and to anyone moving into a house or flat where no heating system has yet been installed. It will also give guidance to those who want to know whether they can save money by changing to a different fuel, as it shows typical capital costs of different heating appliances and systems as well as their running cost.

'I believe that the advice and information given in the booklet, which represents an important extension of the advice given to domestic consumers under the "Save-It" campaign, will help the consumer to save both money and energy by providing the basis on which to make a more informed choice of fuels and heating systems.

'Fuel prices and tariffs, and heating re-

quirements, vary in different parts of the country, and in recognition of this diversity the booklet is published in four different editions, covering Northern England, Southern England, Scotland and Wales.

'Copies of the booklet have been placed in the libraries of both Houses of Parliament.'

'Compare Your Home Heating Costs' will be widely publicised. Newspaper readers will be able to obtain a copy of the booklet immediately by filling in a coupon and posting it – free of charge – to the Department of Energy, Thames House South, Millbank, London SW1.

'Best strike record for ten years'

The number of strikes in the United Kingdom in 1976 is the lowest for 10 years. At 1,990 stoppages, 1976 is the second year in succession that the number has been down on the previous year. It is the lowest since 1966. The number of working days lost at 3.29 million is the lowest since 1967, and this was 45 per cent less than in 1975.

These figures were published in the *Department of Employment Gazette* for the 12 month period ending 31 December 1976.

Official appointments

Civil Aviation Authority and British Airports Authority. Following his appointment as chairman of the Rugby Portland Cement Co Ltd, and with the agreement of Edmund Dell, Secretary of State for Trade, Lord Boyd-Carpenter will relinquish his position as chairman of the Civil Aviation Authority on 1 March.

Nigel Foulkes, whose appointment to succeed Lord Boyd-Carpenter has already been announced, will become chairman of the CAA on the same day.

Norman Payne will replace Mr Foulkes as chairman of the British Airports Authority also on 1 March. Mr Payne is at present chief executive of the BAA.

Roy Hattersley, Secretary of State for Prices and Consumer Protection, has made the following appointments.

Monopolies and Mergers Commission: Mr E. L. Richards has been reappointed as a member and a deputy chairman of the commission for a further period up to 31 December 1979.

North Western Gas Consumers' Council Councillor Mrs I. Coman to be a member of the council until 31 May 1979.

Consumer Protection Advisory Committee The following members of the committee to serve for a further period of three years: The Hon Mrs Anne Viney, Chairman, Professor W. A. Wilson, Deputy chairman, Mrs A. Ballard, Mr K. J. A. Fraser, Mr B. StG. A. Reed, Mr G. Roberts, Mrs L. Teague.

The following are new members to serve on the committee: Mr K. Devlin, Mr R. G. Douglas, Mr H. Shepherd, Mr L. E. Thompson, Mr A. White.

'Imminent' new regulations under Consumer Credit Act

An assurance that new regulations under the Consumer Credit Act are soon to be published was given on 3 February by John Fraser, Minister of State for Prices and Consumer Protection. He was addressing a luncheon meeting of the College for the Distributive Trades conference on the Consumer Credit Act, in London.

After describing the work on consumer credit legislation in the context of consumer protection as a whole, Mr Fraser said:

'I want to highlight the next steps to be taken under the Consumer Credit Act and give lenders, suppliers and the consumer public the assurance that within a matter of weeks these steps will be made by the publication of regulations.

'They include, first, a definition of the rate of charge (interest and other charges) below which mainly cash loans will be exempt. I cannot anticipate precisely what that rate of interest may be. What I am certain of is that it should not be too low as to enmesh loans which clearly have no element of commercial advantage to the lender in that the borrower will be paying no more than around the minimum market rate for his money. I am thinking of fixing a rate somewhere around minimum lending rate and I believe that if I went below that I would be justly accused of spinning a regulatory web around arrangements and lending whereby no reasonable standard of extra protection is now needed.

'The second step is inextricably linked to the first. We must define – and we will – how the rate of charge is to be calculated. As you will know or at any rate will soon learn, the concept of an effective rate of interest is a simple one but its calculation can be extremely complex. Indeed the more complex lenders choose to make their arrangements the more complex it is to determine that true rate. Pen and pencil calculations must give way to the electronic calculator or even the computer terminal.

'The inescapable conclusion is that regulations to determine the rate of charge cannot reconcile simplicity with accuracy and that accuracy was intended to be the objective of consumer credit reform and cannot be sacrificed.

A formula like $100\left[\left(1+\frac{C}{P}\right)^{1/t}-1\right]^{*}$

is only one of the many with which we have wrestled but which cannot for the sake of accuracy be omitted from the regulations to determine rates of interest.

'Delay in proceeding has been occasioned not least by our concern to ensure that the small honest trader is not tripped up by fifth form maths. I must however be firm in saying that if the lender of thousands of pounds is not competent at algebra he ought to be in a position to gain access to someone who is.

'One reason for not rushing into regulation has been our desire to mitigate the maths not least by having explanatory material as well as tables available to those who must calculate whether agreements are exempt and whether they will need to be licensed. I hope within weeks to justify thoughtfulness over this matter. When these things have been done, the next tranche of licensing of the providers of credit can get under way.

'The third important step I referred to will be to allow consumers to have given to them the name of any credit reference agency that might have been consulted about them and to inspect information held about them and to correct wrong information. I know consumers regard this as a welcome breath of fresh air into a hitherto secret area.

'Finally, imminent are provisions allowing courts to re-open agreements which are extortionate. I know there are already a few ready to be looked at, although part of the philosophy of the Consumer Credit Act is that we not only want – with the re-opening provision – to help people to get out of trouble, but want them not to get into trouble in the first place.'

* This formula can be used for calculating the rate of charge in cases where an advance of credit is made, to be repaid in one lump sum with charges. (C = the total charge for credit (interest and other charges); P = the amount of the credit; t = the period for which the credit is to be lent.

Employers' payments to sponsored students

A change in the awards regulations enables employers and institutions to pay an extra £500 a year to sponsored students in higher education without the local education authority mandatory student grant being reduced. The change was announced by Shirley Williams, Secretary of State for Education and Science, in parliament on 3 February.

Mrs Williams said,

'I propose to amend the awards regulations so that as from September 1977 payments by employers to students whom they wish to sponsor, or by institutions who wish to give scholarships of up to £500 per annum will not be taken into account in the assessment of mandatory awards by local education authorities.

'This will be in addition to the amount of income disregarded under the present arrangements which is £185 per annum and now under review for the academic year 1977/78.

'I understand that my rt hon friend the Secretary of State for Scotland will introduce similar provision under the Scottish system of student grant. I hope that employers and organisations concerned will take full advantage of this change and that as a result more students will be encouraged to choose courses of direct value to industry.'

INDUSTRIAL STRATEGY: PROGRESS REPORT

The National Economic Development Council, meeting in London on 2 February under the chairmanship of the Prime Minister, discussed the preliminary reports on the second stage of the work on the Industrial Strategy which the NECD had asked Sector Working Parties to provide by the end of 1976.

Highlights of the meeting were:

1 All the parties represented on the NEDC gave what Sir Ronald McIntosh, Nedo director general, called 'an unequivocal reaffirmation of the commitment to the industrial strategy programme', and in particular there was recognition from the CBI and the TUC of the need for improvements in performance at the level of the company and plant.
2 There was approval of the proposal that in the months immediately ahead the government should give particular attention to five sectors – industrial engines, construction equipment, office machinery, electronic components and domestic electrical appliances.
3 The Sector Working Party reports indicated a potential balance of trade improvement of £3 billion in 1980 – if the targets set by the sectors themselves can be achieved.

Reports of Sector Working Parties

The preliminary reports on the second stage of the work on Industrial Strategy, which the NEDC invited Sector Working Parties to provide by the end of 1976 concentrate on the scope for improving the sector's shares of home and export markets, and wherever possible set quantified medium-term objectives. Opportunities open to these key sectors of UK manufacturing industry are examined in detail in the reports giving valuable insights into the actions needed from government and both sides of industry, if the ambitious but realistic objectives set are to be achieved.

Since this is only the first stage of a programme which will continue up to the end of 1977, much of the thinking is still tentative and will need to be developed into coherent strategies for the sectors.

The main message to emerge from the reports is that the sectors see a very substantial potential gain to the balance of trade within their own areas – of the order of £3 billion a year gross in 1975 prices by 1980 – if the objectives which they have set themselves can be achieved. This will require improved productive efficiency, strong financial backing, increased capacity, up-to-date products and more aggressive marketing. These improvements will not be achieved overnight and the implications will need to be worked out in detail over the coming months and years so that action can be taken wherever it is needed.

Although detailed assessments of the employment, investment and other implications of the targets have not yet been completed, it is thought that even achievement of the output targets will not directly lead to a substantial increase in employment in these sectors over the period. But a £3 billion balance of trade improvement (from these sectors alone) would bring with it through the 'export multiplier' a substantial expansion in other sectors of the economy. There is therefore a reasonable prospect of returning to an acceptable level of employment in the medium term if we can achieve export-led growth on the scale implied by the SWP objectives.

Overseas market share objectives

The objectives have been prepared in terms of improved overseas market performance over the next three to five years. The suggested improvement is often dramatic, involving at least a doubling of overseas sales by 1980 in a number of sectors and a significant increase in another large group. The work in a number of SWPs has reached the stage of identifying key markets or products (or both) on which this overseas marketing effort will need to be concentrated, and setting objectives in terms of shares of these markets. During the course of the year this will be extended to the rest.

Import substitution

Many sectors see import substitution as an opportunity for growth, and give as preliminary objectives reduction of import penetration over the period to 1980 by more effective marketing and taking full advantage of the price changes following the depreciation of sterling. For a few sectors, increasing penetration of the home market by overseas competitors represents an immediate problem. The domestic objectives for these sectors are therefore to contain the levels of import penetration and prevent further erosion.

One contribution towards reducing industrial imports would be a better understanding by UK manufacturers of their customer industries' needs. Initiatives on customer/supplier relationships are being taken by several SWPs. These efforts are aimed at improving the practices of purchasing and supply, adopting common standards and conditions and identifying directly areas for import substitution. The careful monitoring of cheap imports and dumped goods will also form an essential part of the work necessary to contain import penetration. The current negotiation of the Multi-Fibre Arrangement will have important implications for the textile and clothing industries.

Improved balance of trade

As well as assessing overseas markets and import substitution potential some sectors stated their objectives in terms of an increased overall balance of trade. In some cases the aim is to increase an existing trade surplus; in others to reduce or eliminate a deficit.

Capacity objective

For most SWPs, the need for investment to increase capacity will follow from the market share objectives which they set themselves. But in the petrochemicals sector (which includes organics, plastics and synthetic rubber), the earlier strategy work had already identified the markets to be exploited, and this phase of the work has concentrated mainly on the capacity objective. The government has already endorsed a strategy of building four new ethylene crackers (besides one now under construction) by 1985, as part of the process of maximising the value of North Sea feedstocks and the advantages the UK has from access to good coastal sites. The SWP work has been concerned with ensuring that investment in the necessary downstream capacity takes place on time and is commercially viable and achieving market shares at home and overseas which will absorb the resulting output.

Efficiency

A number of Sector Working Parties have efficiency objectives which reflect the improved performance that will be required to achieve the market share objectives they are developing, for example, a steady annual growth in labour productivity. Some SWPs express concern about the financial state of their industries, particularly in regard to the constraining effect that poor financial performance has on an industry's ability to invest and adequately reward its workforce. They therefore identify the need for improved profitability in order to generate the funds necessary for investment and working capital. The government's industry scheme for ferrous foundries has been very successful (See *Trade and Industry*, 28 January 1977) and a similar scheme for the non-ferrous foundries has just been announced.

Manpower implications

At this stage SWPs have not yet worked out the employment implications of their market share objectives. At first sight it appears that the majority of sectors have sufficient spare manpower capacity at present, and scope for increased productivity in the future, to accommodate the objectives without any change in the overall level of employment. Taking all the sectors together, it looks as though the objectives may not lead to a substantial direct increase in manpower. But a balance of trade improvements on the scale suggested would bring with it a substantial expansion in other sectors of the economy, which would provide more jobs. An improved

balance of payments would, in itself, enable the economy to be run at a higher level of activity, which again would boost employment. Whatever the direct impact of their market share objectives on the overall employment level, fears of shortages of particular skills could still be realised as a result of changes in the composition of the labour force or skill mix.

In the next phase, SWPs will be concentrating on what these objectives (refined where necessary) mean for investment, manpower, finance, product development and marketing; what constraints might get in the way of achieving these targets; and what actions can be taken to improve the prospects of achieving them.

A large number of recommendations have been made in the reports for action by government, management and unions. The more common pleas addressed to government are for stability in taxation and smooth public investment policies, reduction in interest rates, and help in exporting.

Various recommendations for the 1977 budget have been put to the government, together with progress reports on the follow up to the work of the SWPs last year in devising the first stage of their industry strategies.

Government response

The government's response to the proposals submitted by the SWPs was given in a memorandum presented jointly by Denis Healey, Chancellor of the Exchequer, and Eric Varley, Secretary of State for Trade.

New government initiatives were indicated in the field of assistance for exports, industrial restructuring and help for new product development.

The government, the memorandum states, is prepared to adopt policies to 'the needs of the industries as identified by the SWPs, and, in addition, take new steps to support SWP objectives in selected areas where it seems likely that the government have a useful contribution to make'.

The government will try to identify more precisely what lies behind comments made about Export Credits Guarantee Department services in export finance and to see what improvements can be made. 'However, as a major trading nation it is not in our interest to encourage international competition in generous credit terms; if we did we should be very unlikely to win' says the memorandum. Given our present straitened financial circumstances and the current level of our borrowing at home and abroad, it was not economically sensible for us to give excessively long or highly subsidised credit to overseas purchasers, adding to sterling credit which is refinanced by the government. 'We therefore have to face the fact that the credit terms demanded by some overseas buyers may mean that in national terms their business is not worth having at that price'. Moreover, as announced on 15 December, action was being taken to secure a switch from sterling to foreign currency financing of a substantial part of the credit which is provided, and the clearing banks had agreed to provide an increased share in sterling financing, the memorandum said.

The BOTB and Department of Trade were urgently examining all suggestions in relation to BOTB services to see how far in present circumstances they could be beneficial, bearing in mind appropriate priorities for the use of available resources. 'In particular a working group from the Departments of Trade and Industry, Treasury, BOTB and Nedo will examine the scope for assisting companies with the cost of market entry', the memorandum stated.

Industrial restructuring

More than a dozen SWPs had indicated that some form of rationalisation might be necessary to strengthen their sector's competitiveness in international markets. 'The government stand ready to offer assistance' said the memorandum. The National Enterprise Board were studying a range of industrial sectors to see whether there was scope for them to help with problems of restructuring. In addition, the Department of Industry, with their Industrial Development Unit and the powers under the Industry Act 1972, were also available to assist in priority sectors. Again the Bank of England had taken an initiative in regard to the clothing industry which might lead to some restructuring there. Finally, the Treasury had announced that to facilitate desirable restructuring they were now prepared to look sympathetically at applications to increase dividends, where this would promote agreed mergers consistent with the Industrial Strategy.

Product development

A number of SWPs had expressed the view that improved product development was essential to their sector's success in international markets. 'The government have made provision for the support of product development a feature of several of their sectoral schemes under section 8 of the Industry Act 1972' it was stated. The textile machinery and printing machinery schemes were examples. The department also provided support under the Science and Technology Act 1965. 'In the light of the comments of SWPs the government have now decided to see how these arrangements can be further developed to promote product development in sectors covered by the Industrial Strategy. The details are still being worked out but they will be announced as soon as possible' said the memorandum.

Sectors for detailed attention

As an experiment, the government was going to concentrate on five industries to try to bring about, in concert with both sides of the industries concerned, a more rapid improvement in performance. The five industries concerned were: industrial engines, construction equipment, office machinery, electronic components and domestic electrical appliances.

The reasons for this selection were: 'First, we think it important that the sectors should be part of the mechanical and electrical engineering industries whose performance is central to increasing our overseas trade. Second, these sectors are among the world leaders in their markets or have expressed themselves as confident of their ability to make a very significant improvement in their market performance; in this respect the government's efforts will be designed to reinforce success. Third, these are areas where the instruments of industrial policy available to the government can contribute most effectively to the achievement of sectoral objectives'. If the concentrated approach was found to be useful and productive it would be extended to other sectors when there was scope to do so, the memorandum stated.

Communications with the work place

'The main task of achieving the impressive objectives for improved market penetration and output which the SWPs have formulated will fall on the people – whether production workers, designers, engineers, salesmen or managers – in the companies and plants in each of the sectors' says the memorandum. It goes on to say that 'they will have to secure the development of new and improved products, the increased orders, the higher output and better delivery and, above all, the improvements in productivity and efficiency which will be required'. The TUC, the CBI and the government had a role to play in making sure that 'the objectives and plans which have been identified and formulated by the individual SWPs are communicated to, and understood by, everyone involved at company and plant level. The government intends to cooperate with each SWP to ensure that the results of their latest work are communicated throughout their sectors.'

Industries and sectors covered by the Industrial Strategy

Food and drink industries
Petrochemicals including organic chemicals, plastics and synthetic rubber
Speciality chemicals
Pharmaceuticals
Iron and steel
Ferrous foundries
Non-ferrous foundries
Machine tools
Pumps and valves
Process plant fabrications
Fluid power equipment
Industrial engines
Textile machinery
Construction equipment and mobile cranes
Other mechanical handling equipment
Industrial trucks
Office machinery
Mining machinery
Printing machinery
Space heating, ventilating and air conditioning machinery
Food and drink processing and packaging machinery
Constructional steelwork
Bearings
Gear transmission equipment
Drop forgings
Automation and instrumentation
Telecommunications
Electronic components
Electronic computers
Electronic consumer goods
Radio, radar and electronic capital goods
Heavy electrical machinery
Industrial equipment
Domestic electrical appliances
Man-made fibres
Wool textiles
Hosiery and knitwear
Clothing
Paper and board
Rubber

Regional Development Programme for the United Kingdom

All the member states of the community are bound to produce by the end of 1977 regional development programmes which describe their regional problems and the measures taken to deal with them and which are intended to serve as a background for applications to the European Regional Development Fund. All member states have, however, agreed to produce a preliminary version for the period 1977-79 and the UK has submitted the programme reproduced here. This is an abridged version of the document and will be published in *Trade and Industry* in three parts. It omits annexes 1, 2 and 4 which reproduce information published in the Department of Industry's 'Incentives for Industry' booklet and statistical information.

1 – INTRODUCTION

1.1 The United Kingdom employs a wide range of financial and other measures to stimulate the economic development of the Assisted Areas. The most important of these are financial incentives to industry, infrastructure works related to the needs of industry and the public, and a control on new industrial building outside the Development Areas and Northern Ireland.

1.2 These Assisted Areas consist largely of those areas which became industrialised during the 19th century, and which are now in need of renewal and modernisation, rather than the initial provision of infrastructure and amenities. They also include, however, some rural areas (for instance, in Scotland and Wales) where there is a shortage of any kind of job. Regional development in the United Kingdom is therefore concerned primarily with the attraction of new, modern industry into the traditionally industrial areas, rather than with fully co-ordinated programmes directed to the industrialisation of particular rural areas. The principal exception to this is the building of New Towns which have provided focal points for new development at a number of places within the Assisted Areas.

Industry

1.3 The United Kingdom Government offers incentives – some automatic and others discretionary – to encourage industry to locate new projects or to expand existing operations in the Assisted Areas. The programme of Advance Factory building is determined by the Government according to the level of need and prevailing economic circumstances and there is a budgetary ceiling for assistance to tourism; otherwise there is no overall financial limit on public expenditure on the other incentives which are largely responsive to investment by industry. To complement these aids, the Government operates a control (the Industrial Development Certificate system) on the construction of new industrial premises outside the Development Areas and Northern Ireland.

Agriculture

1.4 Agriculture, including fishing, plays an important part in the economic welfare of the Assisted Areas. The industry needs a high standard of infrastructure, especially good communications, water and electricity supplies to promote efficient production and marketing. "Less favoured agricultural areas", the great majority of which lie within the Assisted Areas, benefit from measures designed to support farmers who make an important contribution to the livestock sector; these measures also serve to maintain the rural population and to make the most economic use of the resources of those areas.

Infrastructure

1.5 There are various types of programme for the development of the different kinds of infrastructure which contribute to economic development: roads, railways, ports, airports, water supply, sewerage, gas, electricity, preparation of industrial sites and construction of Advance Factories. Some of these programmes are national, others regional or even local, and they are carried out by a variety of agencies including central government, local authorities, public corporations and private sector companies; details are given in Annex 3.

2 – ECONOMIC AND SOCIAL ANALYSIS

The Regional Problem

2.1 The United Kingdom's regional problem is primarily one of decline in employment in the traditional industries – coal, steel, shipbuilding, textiles and agriculture, the reasons for the decline varying from industry to industry. Most of these industries are concentrated in a small number of areas and these are, therefore, disproportionately hard hit by their contraction. The decline has also had its effect on local supplying industries and to a smaller extent on services; but whilst the growth nationally of the services sector has absorbed much of the decline in total employment in manufacturing industry, this growth has not been in evidence in the Assisted Areas on the same scale as elsewhere.

2.2 In 1965, the main Assisted Areas in the United Kingdom (Northern Ireland, Scotland, Wales and the Northern, North West and Yorkshire and Humberside regions of England) had 42.4 per cent of all employment; between 1965 and 1975, employment in the United Kingdom fell by 373,000 of which a disproportionate 300,000 jobs lost were in those Areas. The industries showing the greatest contraction in the main Assisted Areas were coal mining, where 207,000 jobs were lost, textiles and clothing with 221,000 and metal manufacture with 91,000. Other industries in which the labour force was reduced during that period were railways, road passenger transport, ports, distribution and electricity. There were some compensating gains in engineering and metal goods and the service sector grew considerably, drawing labour from the declining manufacturing sector, rather than from agriculture.

2.3 A number of factors have tended to discourage investment by new employment-creating industries in the Assisted Areas of the United Kingdom. Dereliction and poor amenities have deterred potential investors; inadequate communications and remoteness from the main centres of population have combined to discourage the newer consumer goods industries from investing in these areas. Moreover the newer, faster-growing industries which had originally set up business outside the Assisted Areas have tended to want to expand at or near their existing sites rather than to divide their operations and set up new units in a different area.

2.4 The result of this long-term decline in traditional industries and the shortage of new employment-creating investment has been a large excess of labour in relation to demand in the Assisted Areas. This has been reflected in persistently higher rates of unemployment in the Assisted Areas than in the country as a whole, levels of GDP per capita below the national average and a tendency for net migration to take place from the Assisted to non-Assisted Areas. The average unemployment rates in the Development Areas have typically been 1½ to 2 times the national average in recent years (in the case of Northern Ireland, 4 times the national average in the sixties and 2½ times the national average in the early seventies). GDP per capita has tended to be at least 10 per cent (in the case of Northern Ireland over 20 per cent) below the national average. In recent years net migration from the main Assisted Areas has averaged over half their natural rate of population increase. More detailed information on the situation in individual regions is given in Section 7.

2.5 Regional policy is needed therefore, because market forces have failed to bring the demand for labour into balance with the supply in the Assisted Areas. The essence of the problem has been the establishment of industries which will provide replacement job opportunities not only to offset those lost in the existing industries but also to broaden the base of the economy by increasing the overall number and range of jobs available.

Past Corrective Actions

2.6 The recognition of the regional problem and the first measures to deal with it go back over 40 years. In the post-war period, the main direct contributions to industrial development have been through the provision of financial incentives for the establishment of manufacturing industry in the Assisted Areas and the construction of advance and purpose built factories. These measures have been supplemented by the Industrial Development Certificate system, which enables the Government to refuse to sanction individual proposals involving new industrial buildings and at the same time gives the Government the opportunity to urge companies to carry out their projects in the Development Areas. The improvement of infrastructure to meet local and more general needs has also been a factor in assisting job creation in the Assisted Areas.

2.7 Between 1951 and 1963 when regional policy had not achieved its present strength, total manufacturing employment in Development Areas followed fairly closely the trend of national rates of change in individual industries when applied to the industrial structure of the Development Areas. From 1963, however, when regional policy was substantially strengthened, actual employment in Development Areas diverged upwards from this trend and from 1967-71 diverged upwards at an even faster rate. It seems certain that these divergencies were mainly due to the more vigorous regional policies in favour of the Development Areas.

2.8 It is estimated that during the 1960s, regional policy measures raised employment levels in the Development Areas by 300,000. Nevertheless this has not been sufficient to counter-balance the run-down of the heavy industries. Thus, while as a result of regional policy much has been done and the situation is very much better than it would have been without these measures, a problem still remains and will remain given the extent of the future probable run-down of heavy industry discussed below.

Development Needs and Prospects

2.9 It is the Government's policy to reduce the relatively high levels of unemployment prevailing at present. In particular, the Government is encouraging new investment, especially in manufacturing industry, to create jobs. Nevertheless the rationalisation of heavy industries which have long been large users of labour is bound to mean that unemployment will remain a serious problem in those areas which have traditionally been dependent on them.

2.10 A significantly faster rate of economic growth (than appears likely at present) will be needed to create new jobs to replace all those lost in these industries. Employment in service industries is likely to continue to increase, although not as quickly as in the past. The recent decline in employment in manufacturing industry and the present under-utilisation of existing capacity suggests that this sector is also unlikely to be a significant source of additional employment in the Associated Areas in the near future. Much will depend therefore on the rate of expansion of the national economy and on the investment which is associated with it.

2.11 Against this, it is hoped that firms who were encouraged to move to the Assisted Areas in the 1960s could be considering expansion and it will be important to encourage this. North Sea Oil will continue to create jobs in North East Scotland. It is also hoped that in the early 1980s the availability of indigenous oil will help to reduce the balance of payments constraints which have in the past acted to curtail expansion in the national economy.

3 – DEVELOPMENT OBJECTIVES

Employment and Industry

3.1 The primary objective of United Kingdom regional policy is to bring the supply and demand for labour in the Assisted Areas (particularly the Development and Special Development Areas and Northern Ireland) more closely into balance by safeguarding existing employment and creating new jobs in those Areas. In the Intermediate Areas, encouragement is given to the modernisation of the indigenous industry lest it becomes uncompetitive through lack of investment. A secondary objective of regional policy is to raise the standard of the existing infrastructure to help make the Assisted Areas more attractive to industrialists.

3.2 Work is being carried out continuously to measure the effect of regional policies, but specific objectives for regional policy in terms of jobs or of unemployment rates are not established in advance, as these variables depend heavily on national and world economic conditions. The regional problem has always been viewed as a continuing one, in the sense that traditional industries have shed labour over a long period and it is probable that they will continue to do so. Moreover, structural weaknesses in local economies arising mainly from their reliance on a narrow industrial base can only be remedied over a period of time. It follows that the measures required to deal with the regional problem must be continuous and that they are not necessarily to be judged unsuccessful if regional unemployment remains relatively high.

3.3 The financial measures described in Section 4 are available within each category of Assisted Area (except for aid for tourism projects, which is not available in Intermediate Areas) without discrimination between locations within the category, but the choice of location within the Assisted Areas is entirely a matter for commercial judgment in relation to the company's view of its needs. The decision depends on many factors, including the availability of sites and buildings to meet the company's programme and of labour, sources of materials and other supplies, transport, communications and proximity to the markets to be served.

3.4 Other general considerations affect decisions to invest in the Assisted Areas, such as the present and prospective level of demand in the economy, the state of world trade, present and prospective levels of inflation and taxation. In the case of Northern Ireland the position is materially affected by the availability in the Irish Republic of a different range of tax and other incentives.

3.5 Generally speaking, the Government does not attempt to identify particular industries as suitable for particular areas and seek actively to attract them there. In a recession, especially, the flow of 'mobile' industry diminishes noticeably and although the need for diversity is appreciated it is not easily attained.

The Contribution of Infrastructure

3.6 In order to attract both manufacturing and service industries to an area there must be an adequate supply of sites suitable for development where basic services (such as water supply, sewerage, gas, electricity, and rail or road access) are available or readily provided. Longer distance communications – road, rail, air and telecommunications – as well as local links to the main systems are also important. Within the limitations imposed by general economic conditions (and subject to commercial considerations) the United Kingdom Government intend that infrastructure development by the Government and by other public authorities shall continue to contribute to the country's economic development by way of programmes to meet both general and local development needs throughout the United Kingdom.

Tourism

3.7 The Development and Special Development Areas include some of the most beautiful parts of the United Kingdom and many other places of historical interest to tourists. Some of the towns have conference and other facilities for business visitors and the improvement of facilities for visitors of all kinds can make a useful contribution to the economies of these areas. Since 1974 Government policy towards tourism has placed increased emphasis on publicising the attractions of places outside the main tourist centres and those which can be visited outside the main tourist season. There has been a new emphasis in Government expenditure on the development of tourism potential in areas which can readily absorb and benefit from more visitors, particularly places in the Development Areas.

3.8 In Northern Ireland, tourism has a corresponding role in the stimulation of economic activity and the provision of employment, especially in areas in which the scope for industrial development is limited.

Training

3.9 Government policies towards the training of employees have a significant role to play in regional policy by ensuring that a lack of manpower trained in relevant skills does not impede development in the Assisted Areas. The assistance provided by the Government and its agencies is described in section 4.

The Regional Pattern

3.10 The detailed application of these general objectives varies from region to region and even within regions according to their particular needs. The requirements of individual regions are described in section 7.

4 – MEASURES FOR DEVELOPMENT

4.1 The parts of the United Kingdom which benefit from regional policy measures comprise Northern Ireland and areas in Great Britain which are designated as Special Development Areas, Development Areas, and Intermediate Areas. All except the Intermediate Areas are national priority areas for the purposes of the European Regional Development Fund and all include hill farming areas recognised by the Community as less favoured agricultural areas.

4.2 The measures available in the United Kingdom are designed to assist in the provision of new jobs in the Assisted Areas. They are of three broad groups:

(a) measures which encourage the location and growth of manufacturing and service industry in the Assisted Areas;

(b) provision of infrastructure to support industrial investment;

(c) measures to assist the development of tourism in the Special Development and Development Areas and Northern Ireland.

Industrial Measures

4.3 The main industrial measures are available on a broadly similar basis in all the Assisted Areas. They are:

(a) capital grants, intended to encourage mainly manufacturing investment in the Assisted Areas, available for buildings in all areas and for plant and machinery in all except the Intermediate Areas;

(b) selective financial assistance adapted to project needs in all Assisted Areas. This normally takes the form of loans on concessionary terms or interest relief grants of equivalent concessionary value. A special scheme of grants is available for service industry projects;

(c) removal grants for firms moving existing manufacturing or service industry operations into the Assisted Areas;

(d) the provision of factories in advance of need;

(e) assistance with the recruitment and training of employees;

(f) employment premia paid on a per capita basis in respect of employees in manufacturing industry in Northern Ireland.

The assistance available in Special Development and Development Areas is signicantly greater than that available in the Intermediate Areas. Because of its special problems, the assistance available in Northern Ireland in some respects is greater than that available in the Special Development Areas.

4.4 In addition to providing incentives to investment in the Assisted Areas, investment is also steered towards the Development Areas by means of the Industrial Development Certificate system. Through this system the Government has an opportunity to identify those new projects which could make a valuable contribution to regional policy if they were located within the Assisted Areas, and to encourage industrialists to locate projects there. The legislation confers a power to prevent new industrial building in certain places, but not a power to direct industry to other places. New office development in South East England is controlled in a similar way by a system of Office Development Permits.

Infrastructure Measures

4.5 Some types of infrastructure form part of a link with a national network – roads, railways, waterways, telecommunications, gas, electricity – and the connections of the Assisted Areas into these networks (largely self-contained in the case of Northern Ireland) are important for the continued development of the Assisted Areas without necessarily being linked to individual industrial projects. Similarly ports and airports serve more than their immediate hinterland; facilities in the Assisted Areas have an important part to play in the industrial and commercial life of those Areas and improvement may not be directly related to an individual industrial project. Continued improvement of infrastructure has a significant part to play in dealing with the United Kingdom's regional problem: the need to regenerate existing urban areas rather than industrialise rural areas. In some places, New Towns have been provided to relieve congestion in overcrowded areas and to act as focal points for redevelopment. Other forms of infrastructure – notably industrial sites and advance factories – are more local in their nature and significance.

4.6 A broad outline of the nature of the infrastructure programmes relevant to the ERDF is given in Annex 3. In most cases these are prepared as five year rolling programmes the scale of which is directly or indirectly subject to central government decisions concerning the resources to be allocated to them.

Tourism Measures

4.7 Executive responsibility for the development of tourism within Great Britain rests with the British Tourist Authority and the English, Scottish and Wales Tourist Boards. The Boards' functions are to encourage people, at home and overseas, to take holidays in Britain and to encourage the provision and improvement of tourist amenities and facilities there. (The British Tourist Authority is primarily concerned with overseas promotion for Britain as a whole and the three Regional Boards with tourism in their respective countries). Financial assistance from the National Tourist Boards is available for a wide range of suitable tourism projects, including hotels, conference centres, camp sites and tourism facilities of all kinds. Comparable arrangements apply to Northern Ireland.

Industrial and Agricultural Policies

4.8 Just as general economic conditions form the background to the operation of regional industrial policies, so regional policies operate alongside other Government policies. The United Kingdom Government is preparing, through a dialogue with representatives of employers and trade unions, a

new strategy to provide conditions conducive to the growth and prosperity of industry in all parts of the country. A direct stimulus to industry can also be given by the National Enterprise Board and the Scottish, Welsh and Northern Ireland Development Agencies whose functions include furthering economic development, the provision, maintenance or safeguarding of employment and the promotion of industrial efficiency and international competitiveness. In the case of Wales, the Government is also establishing the Development Board for Rural Wales which will be responsible for promoting the economic and social development of rural mid-Wales with the object of halting the depopulation experienced over many years. There is also to be a series of 'planning agreements' with major firms in a range of industries through which a contribution may be made to the economy of the Assisted Areas. It is of course important that sectoral and regional policies should be complementary.

4.9 Although United Kingdom agriculture provides about one-half of the nation's food, it is of limited importance to the economy in terms of employment – less than 3 per cent of the working population is engaged in agriculture. Agriculture is however a more important feature of the economy of some sections of the Assisted Areas; (for example, some 12 per cent of the working population of Northern Ireland is engaged in agriculture and related activities). This is particularly true of the hill farming areas where national support measures, EACGF aid, and the provision of satisfactory infrastructure play an important part in encouraging agricultural production and sustaining the level of population.

Social Policies – Training

4.10 Training policies constitute a useful adjunct to the other instruments of regional policy. Whilst the main responsibility for training to meet the needs of industry lies with the firms themselves, the Training Services Agency (TSA) has an important role to play. Industrial Training Boards which operate in close conjunction with the TSA have the responsibility for the development and encouragement of training in industry.

4.11 The TSA provides a number of direct training services to employers, which are free of charge to those in the Assisted Areas. These are: employer-sponsored training at skillcentres for people in employment and requiring extended skills which cannot be met by the employer's own training facilities; mobile instruction on the employer's premises, instructor training, and training within industry for supervisors. The Department of Manpower Services in Northern Ireland offers similar direct training services free of charge to employers. It also provides grant aid under certain conditions towards the cost of basic training for additional workers, the salaries of training officers and similar personnel, the purchase of capital machinery for use in training and the development of good management and appropriate management structure.

4.12 Training under the TSA's Training Opportunities Scheme provides opportunities for people who have no skill or who need to acquire a new skill to take training in a wide variety of occupations. It is adaptable and responsive to the changing needs of the different areas of the country and thereby helps both to reduce unemployment and to meet the manpower requirements of local firms, including those moving into Assisted Areas. It is available at skillcentres, colleges of further education and other educational establishments, and in spare training capacity at approved employers' establishments. Skillcentres provide skilled craft training, mainly in engineering and construction trades, but also in occupations such as electrical, plant and automotive trades. More skillcentres are being built and increased use of college and employers' facilities is planned.

4.13 Broadly similar vocational training facilities are available in Northern Ireland. A major difference is the provision of direct training facilities for apprentice training for young persons, who would not otherwise have such an opportunity. As well as direct training in Government Training Centres, schemes of training for skills at all levels are either operated by the Department of Manpower Services or given substantial financial support.

The Physical Planning Framework for Regional Development

4.14 Control of land use in the United Kingdom is primarily the responsibility of local authorities. A broad framework for the detailed consideration of individual development proposals is provided by two kinds of document: 'regional strategies' and local authority 'structure plans'.

4.15 Regional strategies (known as regional reports in Scotland) which are in varying stages of preparation and completion for most regions, do not direct that industrial development – or indeed any other kind of development – should or will take place. They aim to provide on a long-term basis information to enable a realistic assessment to be made of the best use of regional resources and to help guide decisions to be taken on public or private investment by the authorities concerned. They also set a context within which local authorities can prepare their structure plans.

4.16 Structure plans prepared by local authorities are concerned with broad policies for the development of land and management of traffic in the local authority area concerned. In their turn they form the framework for local plans on which the detailed control of land for development is based.

4.17 In Northern Ireland planning legislation is broadly similar to that in Great Britain, but the Department of the Environment (NI) is the sole planning authority for the entire region.

Regional Measures

4.18 The measures described in this section apply throughout in the Assisted Areas, subject to the variations mentioned. Examples of their application to the varying needs of individual regions are given in section 7.

5 – FINANCIAL RESOURCES

Budgetary Constraints

5.1 The resources available from the Government for regional development are constrained by the same considerations as public expenditure for other purposes. Nevertheless a distinction can be made between aid to industry and expenditure on infrastructure.

5.2 Except for tourism, where the total amount of assistance is set year by year, and the Advance Factory programme, expenditure on most forms of financial aid to industry is responsive to the applications made for the various forms of assistance and the level of applications is itself affected by national economic circumstances. The provision made in public expenditure estimates is therefore an assessment of the claims on public funds which are likely to arise in those circumstances.

5.3 Infrastructure expenditure by individual authorities is governed by central Government decisions on the level of expenditure acceptable in a given year. Subject to a time lapse (which may vary from a few months to as much as two years, according to the scale of the project and the nature of the infrastructure), the level of expenditure is regulated within this total by individual authorities who vary the number of new projects passing from the planning stage to main construction according to the money available. Within a five year rolling programme a high proportion of expenditure in the first two or three years relates to projects in progress.

Sources of Finance

5.4 The United Kingdom Government normally expects any industrialist whose project receives Government aid to provide the greater part of the resources needed to finance it, either from the company's own earnings or by borrowing elsewhere.

5.5 The method of financing for infrastructure projects depends on the type of authority responsible for the project. Trunk roads are built and paid for by central Government. Local authority projects (eg roads, industrial estates) are financed by varying combinations of rate income, central Government grants and borrowing. Authorities with a trading income (eg those responsible for the electricity, gas, telecommunications industries and for water supply and sewerage) finance their total investment programme in the same way as industrial undertakings; their requirements are met from their own earnings or by borrowing, usually from central government.

5.6 The expenditure on industrial and tourism investments which are treated as regional development expenditure are those incurred by the United Kingdom Government. Similarly expenditure on the training and movement of workers is expenditure incurred by the Government.

5.7 The regional information available for infrastructure expenditure varies according to the type of infrastructure and the institutional arrangements. In some cases (eg railways, gas) expenditure is an integral part of investment in the development or renewal of a national network and no breakdown to identify expenditure attributable to the Assisted Areas can be made. It is not possible, therefore, to assess what part of total infrastructure expenditure is attributable to regional development requirements alone, and consequently no indication can be given of the amount of infrastructure expenditure which would be eligible for Fund aid if all suitable projects were to be aided.

Expenditure by Region

5.8 So far as expenditure on assistance to industry is concerned, some information is available historically for Scotland, Wales and Northern Ireland (which are wholly Assisted Areas) and for the Assisted Areas of England in total (an analysis of the major items between regions is also available). Forward estimates are available for the main elements of expenditure on the basis used by the United Kingdom Government for the control of public expenditure.

5.9 Infrastructure programmes are not generally drawn up on a regional or Assisted Area basis, as has already been explained, though many programmes are divided between the four countries of the United Kingdom. Expenditure programmes are prepared similarly, although it is possible to provide estimates for some programmes for the English Assisted Areas as a whole. For integrated infrastructure systems (railways, gas, electricity, telecommunications) no meaningful breakdown of the Great Britain figures is possible.

Information Available

5.10 Attached are figures for industrial, tourism and infrastructure expenditure, incorporating where possible an analysis for the English regions; these all relate to the financial years of the United Kingdom Government, which run from 1 April to the following 31 March.

5.11 Because of the responsive nature of the Government's aid for industrial projects little information is available about projects likely to be carried out during the period of this programme. However, Section 7 includes references to certain major projects already known to the Government as well as to infrastructure projects, some of tributions from the ERDF.

6 – IMPLEMENTING THE PROGRAMME

6.1 The responsibility for carrying out industrial projects lies with the sponsor of the project to whom the regional aids are granted by the Government and there are procedures to verify that projects are either in progress or have been completed before payments are made.

6.2 Separate authorities are responsible for carrying out the functional infrastructure programmes; these institutional arrangements are described in Annex 3.

6.3 Individual organisations, whether carrying out industrial, infrastructure or tourism projects, decide for themselves the starting dates and time needed for completion of their projects. Section 7 gives indications of the expected timing of some of the projects mentioned. Where projects are the subject of applications for assistance from the ERDF, the applications show the expected incidence of expenditure, on the basis of the ininformation supplied to the United Kingdom Government by the organisation concerned for the purpose of the application.

ANNEXE 3 Infrastructure authorities and programmes

A3.1 The various services and preparatory works which constitute infrastructure are the same throughout the United Kingdom. The responsibility for providing the infrastructure rests, according to the subject, with central government, local government, statutory corporation, or privately-owned company. In some instances different organisations are responsible for the same type of infrastructure at different locations. It follows from the diversity of organisation that there is diversity in the methods of financing investment. The various public sector bodies are, however, all subject directly or indirectly to the Government's own annual surveys of public expenditure.

A3.2 The paragraphs which follow deal with the different types of infrastructure and indicate for each

(a) the importance of that type of infrastructure to regional development, and any special features of its future development

(b) the body or type of body responsible

(c) the financial arrangements

A3.3 The types of infrastructure described may be divided into three groups:

(a) Communications	– ports* roads railways* airports* inland waterways* telecommunications*
(b) Services	– electricity* gas* water and sewerage*
(c) Other	– industrial sites and factories land clearance new towns*

All or most of the organisations responsible for investment in the types of infrastructure marked * are statutory corporations carrying out trading operations. To the extent that their earnings are not sufficient to finance in full their investment programmes, the balance is met in large part by borrowing from the Government.

(a) COMMUNICATIONS

Ports

A3.4 Because of the United Kingdom's position as a group of islands and as a trading nation, ports are a very important part of its infrastructure. In the major Assisted Areas of Great Britain there are several important ports whose significance extends beyond their particular region, and a number of smaller ones which serve their own areas. Most of these are well-established ports, but changes in the pattern of trade and industry, in conjunction with technological changes in methods of cargo handling at ports, have required very considerable changes in the ports themselves and a consequent need for heavy capital investment. For example, the larger ships of today require deeper water, which means deepening channels or in some cases relocating port facilities. The bulk handling of oil, iron ore, grain, etc requires new specialised berths and facilities. Unit load methods of handling cargo require the provision of container terminals, roll-on/roll-off facilities etc. Modern cranes and handling equipment are also needed. There has been a substantial programme of capital investment on these facilities over the past 10-15 years, but there is still a good deal to be done to modernise the industry and to provide for new developments.

A3.5 Over three-quarters of total capital investment in ports is devoted to ports in the Assisted Areas. This investment is of direct and immediate benefit to the Assisted Areas because it creates or maintains employment not only in the ports themselves but also in ancillary port activities and in port-related and local industries. The standard of port facilities in Northern Ireland is of especial significance because of the high proportion of seaborne trade.

A3.6 Many port development proposals are nowadays brought forward by port authorities to meet the needs of particular industries or types of traffic. The total programme of public expenditure on ports is built up from the proposals of the individual ports. All schemes in Great Britain costing more than £1m have to be authorised by the Secretary of State for the Environment under the Harbours Act 1964; this enables the Secretary of State to secure the proper control of such schemes in the national interest, and in particular to ensure that they are fully justified in terms of user demand and that they will show a satisfactory rate of return. Powers to develop ports in Northern Ireland are contained in the Harbours Act (NI) 1970, which provides for financial assistance from Government to encourage harbour authorities to undertake capital improvement works.

A3.7 The port authorities in the United Kingdom include the British Transport Docks Board (which is a public corporation), local authorities, statutory harbour authorities, and privately-owned companies; many are subject to special Acts of Parliament. The National Ports Council, a statutory body set up under the Harbours Act 1964, advises the Government on all port matters, including infrastructure developments.

A3.8 Government loans of 100 per cent of project costs are available in approved cases to statutory harbour authorities. The British Transport Docks Board's borrowing requirements, like those of the other public corporations, are met almost entirely by the Government.

Roads

A3.9 Roads in Great Britain are classified as trunk roads (of which there is a national network of about 6,500 miles) and local authority roads (which total almost 156,000 miles).

A3.10 The Government's main aim in its trunk road building programme is to provide a 4,500 mile network of good quality roads (motorway and high standard all-purpose) linking the major areas of population and industry to each other and to the ports and airports; 2,000 miles of this network has already been completed. The impact on regional development is one of several benefits taken into account in planning the programme. The 1,200 miles of motorway already built were aimed particularly at linking the regions. As a result all Assisted Areas have been or are being linked to the motorway network.

A3.11 Local authority roads include many types of road, ranging from moderately important through-routes to local links of many kinds. For the purposes of regional development the most important categories are the roads which provide or improve access to industrial estates or industrial areas, the roads within such estates or areas, and the roads providing access to isolated parts of the regions.

A3.12 Roads in Development Areas have also benefitted in the past from special regional initiatives; for instance, the North East Special Programmes, launched in 1963, provided a comprehensive scheme for that area including both trunk and local authority roads, a few of which are still under construction.

A3.13 Road building in Great Britain is the responsibility of the Department of the Environment, the Scottish Development Department and the Welsh Office according to the location. Local authority road building is the responsibility of the country or regional councils. While most of the road building is undertaken by these councils there is some delegation to district councils. Road construction by county councils is decided within the framework of formal policies and programmes drawn up by them to cover their long-term transport strategy, with a five-year programme to implement that strategy and detailed estimates of expenditure. Particular importance is given to proposals for the construction and improvement of local roads which provide links with the national trunk road network.

A3.14 Finance is provided for expenditure on motorways and trunk roads and associated services from central government funds: it has no direct relationship with revenue raised from vehicle excise duty of tax on motor fuel. Local authority expenditure on transport, including the construction of local roads and provision of associated services, is assisted financially from central government sources through the Rate Support Grant and augmented by the Transport Supplementary Grant.

A3.15 In Northern Ireland responsibility for all public roads lies with the Department of the Environment (NI).

Railways

A3.16 Railway transport has an important role to play in meeting the transport needs of the Assisted Areas. In Great Britain, rail freight plays a very significant role in the transport of goods for industries such as coal, iron, and steel, which are heavily represented in the Development Areas. Likewise, because the Development Areas are peripheral, the passenger rail service plays a vital role in mantaining and improving communications with the centre.

A3.17 The planning of railway investment is directed at the development of routes rather than of areas. This means that the emphasis is more on linking the Assisted Areas with the rest of the country than on developments within the Assisted Areas.

A3.18 Railway investment is directed to the maintenance and improvement of the facilities needed for these railways. In recent years the west coast main line linking London, the West Midlands, Lancashire and Central Scotland has been electrified, and the services improved. The main line to industrial South Wales and the east coast main line linking London, Yorkshire, the industrial North East and Scotland, are also being improved. New high speed services are being introduced on both routes.

A3.19 The rail freight business requires less investment. Nevertheless, work is taking place in connection with the development of the new Selby coalfield, the Scottish oil industry, and several smaller local schemes to link industry to the rail network by private sidings.

A3.20 Responsibility for most railway services in Great Britain rests with the British Railways Board, a statutory corporation whose borrowing requirements are met in large part by the Government. In addition, the metropolitan counties have powers to integrate the provision of railway infrastructure with the other infrastructure requirements. In Northern Ireland responsibility for railway services rests with the Northern Ireland Railways Company Ltd. The services are mainly for passengers with comparatively little freight traffic.

A3.21 The British Railways Board provides services on certain short sea routes and include the service from Stranraer to Larne (Northern Ireland's main link for road-borne freight) and services from Welsh ports to the Republic of Ireland.

Airports

A3.22 The Government is at present considering what the future policy should be for airport investment in the United Kingdom and it is expected that there will be a statement of Government policy in 1977. While the main weight of investment is likely to continue to be in south east England, the consultations are explicitly concerned with regional requirements, including those of Assisted Areas.

A3.23 The British Airports Authority owns and manages the major London and Scottish airports and the Civil Aviation Authority operates eight small airports in the Highlands and Islands of Scotland. Both these Authorities are statutory bodies, whose borrowing requirements are met in large part by the Government. With the exception of Belfast and Southampton, all the other principal United Kingdom airports are owned by local authorities. Belfast airport is operated by a publicly-owned company and Southampton airport, like a large number of minor airfields, is privately owned.

Inland Waterways

A3.24 There are some 2,000 miles of canals and navigable rivers in Great Britain, mostly in England. About 340 miles of the system is maintained for commercial freight carrying; the rest of the system is used increasingly for tourism. There is a firm proposal to improve about 15 miles of commercial waterways in the Yorkshire and Humberside Intermediate Area at a cost of £5½m.

A3.25 This system is administered by the British Waterways Board, another statutory corporation whose borrowing requirements are met in large part by the Government.

Telecommunications

A3.26 There are several current telecommunications projects linked to industrial development, for example in connection with North Sea Oil, new industrial estates and new towns; the provision of services as a pre-condition for industrial development is also important. Modernisation and extension of existing systems is also needed to provide a reliable, nationwide service.

A3.27 The telecommunications system throughout the United Kingdom is the responsibility of the Post Office, a statutory corporation. The Post Office, has recently negotiated a loan from the European Investment Bank, but most of its borrowing requirements are met by the Government.

(b) SERVICES

Electricity

A3.28 Within the Assisted Areas the development of the electricity supply system includes the extension of networks to meet the growth in demand, particularly through the provision of supplies to new industrial estates, and to other infrastructure projects (eg railway electrification, lighting of new roads), and rural electrification schemes.

A3.29 The electricity supply system is operated in England and Wales by the Central Electricity Generating Board (for generation and transmission) and by 12 Area Electricity Boards (for distribution) and in Scotland by the South of Scotland Electricity Board and the North of Scotland Hydro-Electric Board (for generation, transmission and distribution). In Northern Ireland electricity supply is the responsibility of the Northern Ireland Electricity Service.

A3.30 Most of the borrowing requirements of all the authorities are met by the Government.

Gas

A3.31 The improvement of the gas supply to and within the Assisted Areas is an important component of local infrastructure. A substantial part of current investment is concerned with the construction of a pipeline system with terminals and compressor stations to handle gas from the Northern Basin of the North Sea which is to be landed at St. Fergus in the north east of Scotland. This system will carry gas into the Glasgow/Edinburgh area and on into the northern part of England and the North Midlands where it will link up with the present main transmission system. The mains and storage facilities form a completely integrated system which will boost supplies in Wales and the south west of England.

A3.32 The public gas supply system in Great Britain is the responsibility of the British Gas Corporation, a statutory corporation whose borrowing requirements are met in large part by the Government.

A3.33 In Northern Ireland the gas industry consists of nine municipal and four private undertakings.

Water Supply and Sewerage

A3.34 Adequate investment in water and sewerage schemes is a precondition of economic development. All industries require these services (certain types of industry use large quantities of water) and adequate provision for their needs must be made.

A3.35 In England and Wales, public water services are provided by 10 large multi-purpose water authorities, seven of which cover Assisted Areas. There are also 28 statutory water companies, supplying water in certain areas, on behalf of water authorities. The general boundaries of the 10 water authorities are based on catchment areas and do not coincide with political, regional or Assisted Area boundaries. In Scotland water services are provided by local authorities at regional level, and in Northern Ireland by central Government.

A3.36 The general programmes of water authorities are submitted to central government on a five-year rolling basis and are controlled year by year by the imposition of overall limits of capital expenditure in the context of the continuous process of control of public expenditure.

A3.37 Water Authorities finance the cost of capital works mainly by borrowing, but part of the cost of certain schemes may also come from grants under the Rural Water and Sewerage Acts or the Local Employment Act 1972. Authorities may also, to a limited extent, finance small projects from revenue received from water and general service charges levied on consumers. Most long-term borrowing is from central Government. Water companies raise their capital by the issue of share or debentures, or by borrowing on mortgage.

(c) OTHER

Industrial Sites and Factories

A3.38 The provision, levelling and preparation, and servicing of sites is a prerequisite for industrial development; services required may include several types of infrastructure, eg access and site roads, water supply, sewerage, gas, electricity.

A3.39 Responsibility for the provision and preparation of sites rests with the freeholder or main leaseholder, who arranges with the responsible authority for the provision of necessary infrastructure. Sites may be provided by local authorities, Government departments, public corporations and private sector companies. The scale of their operations, and their forward programmes, are determined in accordance with their respective procedures.

A3.40 In some parts of the Assisted Areas of Great Britain land for industrial development can be made available by the restoration of sites of industrial dereliction (eg slag heaps, derelict factories). Progressive clearance of sites of this kind also improves the environment of the localities concerned. A programme of land clearance is carried out by the Scottish and Welsh Development Agencies in their respective areas, and is financed by the Government. In England, local authorities carry out the work and receive 100 per cent Government grant.

A3.41 In order to ensure that factory accommodation is readily available to industrialists in areas to which it is desirable that industry be attracted, programmes of factory building in advance of specific needs ('advance factories') are carried out. These projects are all related to the employment needs of the localities concerned. Experience shows that the availability of modern premises is an important factor in attracting new enterprises to a town.

A3.42 The principal organisations which have these programmes are

(a) the English Industrial Estates Corporation which builds factories in England on behalf of the Department of Industry on sites provided by the Department.

(b) the Scottish Development Agency, the Welsh Development Agency and the Northern Ireland Department of Commerce which acquire sites and build factories in their respective areas.

These programmes are financed by the Government. The timing of the programme is related to the rate at which factories available are taken up.

A3.43 In addition, local authorities, new town development corporations, the Development Commission (in rural areas) and (in future) the Development Board for Rural Wales also carry out advance factory development related to the needs of particular localities. The expenditure of all these bodies is largely financed by borrowing from the Government.

New towns

A3.44 Since 1946 28 new towns have been established in Great Britain. The early new towns were designated to relieve overcrowding in the main conurbations; more recently some new towns have been designated to act as nuclei for the revitalisation of parts of the north of England and their main relevance to regional policy is in this context. The concept of a new town is that the provision of housing and employment go together; this allows the provision of employment to be set in its proper social context, and the ready availability of housing to incoming workers has made the new towns in the Assisted Areas attractive centres of growth.

A3.45 The responsibility for the planning and development of each town is assigned to individual New Town Development Corporations. They make sites available to incoming firms on a leasehold basis, and (as indicated in paragraph A3.43) also build advance factories for immediate occupation. This direct provision has been particularly important in the Assisted Areas, where it combines with general Government incentives to give a powerful set of advantages for industrial movement.

A3.46 Most of the capital expenditure of the New Towns Development Corporation is financed by borrowing from the Government.

A3.47 In Northern Ireland, four towns have been designated under the New Towns Act (NI) 1965. These towns feature prominently in the overall physical development strategy for the region.

Government Publications in the Midlands

from

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Home exhibitions

Facilities are up to best anywhere

Britain's earnings from overseas conference visitors should increase as a result of five new or expanded conference and exhibition centres, says Michael Meacher, Parliamentary Under-Secretary of State for Trade.

The centres are at Brighton, Harrogate, the National Exhibition Centre, Birmingham, and at Wembley and the Barbican, London.

Their facilities would compare with any in the world, Mr Meacher told the newly-formed British Conference and Exhibition Centre Export Council, in London, on Friday 4 February.

Mr Meacher said: 'Although earnings from conference visitors have been on a relatively strong rising trend – the total for 1973, for example, was £8 million compared with the £21 million in 1975 – there is clearly ample scope for growth.

'It is therefore a major advance that the gap in the range of conference facilities available in Britain is being closed by the development of these five centres. Given our competitive position in terms of costs they should attract a growing number of conferences to Britain.

'Not least, they will strengthen the ability of the British members of international institutions to bid for the conferences organised by these bodies to be held in Britain, which will, of course, provide a double benefit for our balance of payments.

'And to the degree that they improve the overall image of Britain as a provider of facilities for such events, there will no doubt be a valuable spin-off for the whole of the industry.'

Further information: circle 37

Instrument industry's export value

Britain's inventiveness in the scientific instrument industry will be on show next month. Labex International '77, at the National Exhibition Centre, Birmingham, 7 to 11 March, will feature the entire product range, according to the organisers, Industrial and Trade Fairs Ltd.

'The value of instrumentation exported from the UK exceeds that produced for home buyers', they say.

Industrial and Trade Fairs Ltd state that the inclusion in the exhibition of overseas companies will show how advanced Britain is in the field of scientific instrumentation.

'Labex '77 will show that Britain retains its long-held reputation as an innovator of new techniques and that it has never let pass successes hinder the continual improvement of established, now commonplace, equipment. The presence of foreign equipment can only be a spur to the British industry.'

Labex International '77 is sponsored by the Scientific Instrument Manufacturers' Association, the British Laboratory Ware Association and United Trade Press Ltd.

Further information: circle 38

Scottish craftsmen at international fair

Seven jewellers from Scotland exhibited this week (6 to 10 February) at the International Spring Fair in Birmingham. Their work, together with that of a new giftware manufacturer, was shown on a stand organised by the Scottish Development Agency's Small Business division. The division was taking part in the fair for the first time.

The firms were from East Kilbride, Glasgow, Greenock, Brightons by Falkirk and Bothwell. The giftware manufacturer was from Alexandria in Dunbartonshire.

Also on the SDA stand was an index of craft firms especially compiled for the retail trade: it included a catalogued collection of photographs, slides and wholesale price lists covering most of the quality craft and giftware lines produced in Scotland.

Further information: circle 39

More space for Interplas 77

Industrial and Trade Fairs Ltd, reports 'an unprecedented demand' for space at Interplas 77 – the National Exhibition Centre, Birmingham, 15 to 23 September – and a further 10,000m² has been booked.

With the additional display area the exhibition, says the organisers, will be the UK's largest-ever plastics fair. Over 500 exhibitors will take part.

Interplas 77 is officially supported by Euromap (European Committee of Machinery Manufacturers for the Plastics and Rubber Industry) and is sponsored by the British Plastics Federation and *European Plastics News* in co-operation with the PMDA (Plastics Machinery Distributors Association).

Further information: circle 40

Sound and communications

Sound '77 International exhibition, organised by the Association of Public Address Engineers, will be at the Wembley Conference Centre from 19 to 21 April.

On display will be alarm systems, amplifiers, microphones, sport event timing equipment, background music systems, speakers and general public address and audio equipment.

Further information: circle 41

What the exhibitions will have on show

Among the new products, specialised equipment, design innovations and improved processes that will be on show at forthcoming exhibitions in Britain will be:

Scottish Engineering exhibition, 1 to 5 March, Kelvin Hall, Glasgow: RKB Precision Products Ltd, Sandy, Bedfordshire, specialists in aluminium and copper base precision sand castings, exhibiting for the first time, will have on show castings taken from production batches of components for tape recorders, sophisticated camera equipment, a computerised medical X-ray system, telecommunication apparatus and castings for companies in electronic, word processing, engineering and allied industries.

Pakex '77, 14 to 18 March, National Exhibition Centre, Birmingham: Bakelite Xylonite Ltd, cascelloid division, is displaying tubes, bottles and closures, as well as tube filling and sealing machinery. Visitors can also obtain details of the latest advances in plastics tube manufacture.

Bexuda Ltd, Wembley, Middlesex, will show a complete Modufil packaging line and a new de luxe version of the Bexuda Popular filler. Other developments exhibited photographically will include fully automatic lines for filling containers in boxes, sterile filling equipment and automatic filling of explosive slurry under 'super-safe' conditions.

Tempcon '77, 15 to 17 March, Wembley Conference Centre: A new datalogger/monitor/alarm system – Datalert 80 – will be on show for the first time on BOC Automation's stand. The unit is described as 'exceptionally flexible, with many applications for process data acquisition monitoring and recording in research and production applications.'

Rosemount Engineering Co Ltd, Bognor Regis, will be showing a selection of platinum resistance thermometers and temperature transmitters as well as their latest Platfilm series of temperature detectors.

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

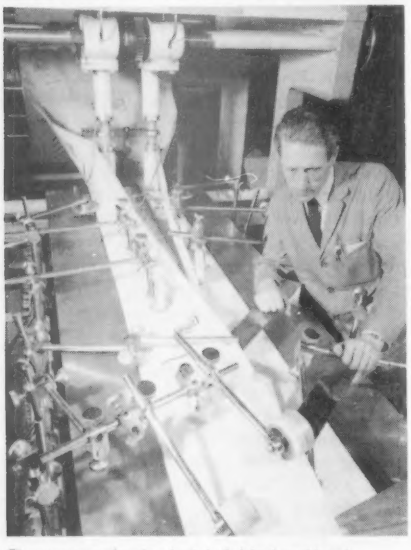
New products

Packaging company's market bid

Bowater Industrial Packaging Ltd, has invested more than £250,000 to manufacture a range of coated woven plastic sacks.

It claims to be the first British company to make such a product in volume on advanced automated machinery. With a potential capacity of 12 million sacks a year, Bowater expects to achieve by 1978 a substantial share of the expanding UK market currently valued at £3.5 million.

Bowater describes the sacks as notable for strength, fine appearance, and high quality of print. Their performance characteristics are said to give reductions in product loss with consequent potential for savings on insurance premiums. The high volume of output also enables delivery times to be reduced and obviates the need to hold uneconomically large stocks.



The woven plastic cloth is folded and back-seamed with extruded molten plastic on this high speed tubing machine engineered specifically for Bowater's new 'CarrySafe' sacks. The cloth can therefore be pre-printed from the reel before passing through the tuber. It is the first time, says Bowater, that the technique has been used in the UK for woven plastic sacks.

Bowater's new plant will pre-print the cloth in up to three colours at one pass, at speeds up to 200 sacks per minute and with print detail as fine as 1/16 in. A variety of cloths is available.

Further information: circle 42

Minicomputer application

Videcom Ltd, the Rickmansworth, Herts, firm, has chosen a Computer Automation minicomputer for another of their innovatory projects – telephone traffic monitoring, recording and analysis.

Using an Alpha LSI-2/10 with just 4K of core store and 3K of Eprom for their programs, the company has devised a method for automatically and continuously monitoring multi-line telephone systems so that an accurate assessment can be made of line usage and its efficiency.

The system was originally developed for British Airways, but is now available (customised as required) to any other interested organisation. A minimum of 20 telephone lines is the level at which the system normally becomes viable.

Further information: circle 43

New factory marks export success

New factory premises for Antocks Lairn, the contract furnisher, are a direct result of the company's success in the export trade.

The company designs, makes and markets seating and seating accessories. In 18 months its overseas sales have grown to 10 per cent of production.

The new factory will increase manufacturing capacity by almost a third. It adds about 9,000 sq ft (836m²) to the existing High Wycombe production space. After little more than four months it is at 50 per cent production.

'The main function of the new unit is to ensure a smooth manufacturing flow resulting in good customer servicing,' says the production director, Robert Lovegrove.

The company claims a maximum six week order-to-delivery schedule for overseas markets. A year ago the same period was the minimum.

In money terms the present value of export trade is about £300,000 a year. In further expansion the hope is to take it to about 15 per cent of production by the end of this year, perhaps 25 per cent by the end of next.

New market 'exploration', however, is on 'a strictly planned basis', the company emphasises.

'We must ensure that our home-based business is being well serviced,' says Chris Glasson, the managing director. 'Hence the new production unit. This will handle the bulk of our export production. Our larger factory can devote itself to the home market.

'We have proved there is a worldwide demand. We must be sure that when we establish an agency overseas, the agent will be committed to our products.'

France, Holland, Belgium, the Middle East and the United States are Antocks Lairn's present main sales areas.

Further information: circle 44

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Low cost housing package product

Shanley Contracting, Luton, has launched a design and build package offering alternative housing systems and a wide range of accommodation.

Local authorities and housing associations especially could benefit, the company suggests. The system offers substantial savings in time and costs, it is claimed.

Three solutions to house building – rationalised traditional, rationalised cross-wall, timber frame – are provided under the 'Shanplan'. All three carry 'the advantages of dry-lined construction'. Dwelling plans are based on metric shell preferred sizes and planned on 300mm grid.

The accommodation range includes 19 house types. There is provision for two-person to seven-person accommodations as well as for the elderly and disabled. Variety can be achieved by a combination of differing house types and the introduction of alternative facing materials.

Shanley Contracting list among the 'virtues' claimed for Shanplan, complete design and build service, speed of erection, design flexibility.

The house types are to Parker Morris capable of satisfying current yardstick allowances standards. They are capable of current yardstick allowances, says Shanley Contracting. Overall the system 'can be considered an ideal solution for medium and large scale housing schemes'.

Further information: circle 45

Hand tachometer

Smiths Industries has introduced a high speed optical sensing model capable of reading up to 99,999 rev/min. It could be particularly useful in the textile and wire industries where many high speed machines are utilised.

Operating from reflective tape fixed to the device being measured, the tachometer gives a four digit display in either LED or Liquid Crystal to an accuracy of ±10 rev/min. It is equipped with 'memory recall', battery condition indicator and supplied with batteries and reflective tape in a carrying case.

Further information: circle 46

Offers extra safety

A heavy-duty impact resistant 13A plug from MK Electric Ltd is said to offer safety features not available with other resilient-clad plugs. These include part-insulated pins, and an automatic press-in cord grip which ensures that all cord sizes are firmly retained in the plug.

The line, neutral and earth cores can also be cut to equal lengths for connection to the appropriate terminals.

Further information: circle 47

Heavy duty dispenser

This hand dispenser from Limpet Tapes Ltd, London, is called the H75 and is used with self-adhesive vinyl tapes up to 75mm (3 in) wide, for sealing applications on large parcels, packages and tri-wall cases. Features include a balanced construction for ease of handling, comfortable hand grip, resilient wipe down strip for prolonged use, and built in serrated cutting blade. Easy loading with rolls up to 132m of tape is provided by way of a removable spool and locking pin.

Further information: circle 48

Steriliser for heat sensitive materials

A low temperature steam and formaldehyde steriliser from Dent and Hellyer Ltd, Andover, features an automatic formalin dose meter fitted with adjustable controls.

It is available in a variety of sizes and has been designed for processing heat sensitive materials and equipment that will withstand moisture and temperatures only up to 80°C. Suitable articles for sterilisation by the method, says the manufacturer, could include electrical and electronic equipment, various plastic and rubber items, cystoscopes, fibre-illuminated telescopes and cables and anaesthetic equipment.

The automatic dose meter ensures that the correct quantity of formalin solution is admitted to the steriliser with each pulse of steam. The unit incorporates a system of air evacuation by vacuum pumping, combined with low temperature steam and formaldehyde pulsing.

Further information: circle 49

Field plotter for designers, engineers

Sensitised Coatings Ltd, Coulsdon, Surrey, has introduced a field plotter, working on the resistive paper analogue principle. It combines speedy operation with a high degree of accuracy, says the company – features that will appeal to designers and engineers faced with complex design problems in civil, mechanical or electrical engineering. The main features are said to be automatic detection and marking of the null position, ease of operation and low operating cost.

The automatic action is effected by a specially-developed integrated circuit and ultra high speed relay, which combine to produce a tiny but discernible mark on the paper at the exact point of intersection with the selected equipotential.

Further information: circle 50

Improved operational standards

Alenco Hilyn's new high pressure spray hose is a development of its wire braided Alencoflex Elastomer hydraulic hose, specially adapted for airless paint spray and high pressure water jetting.

It offers a high resistance to cutting, kinking and crushing, a better all-round resistance to solvents and chemical attack and is electrically continuous, slim, flexible and easy to handle.

The SHR1 $\frac{1}{4}$ in single braid hose offers a $4\frac{1}{2}$:1 safety factor at the normal 4,000 psi working pressure and the SHR2 double braid gives a $4\frac{1}{2}$:1 safety factor at the new 6,000 psi level.

Further information: circle 51

For temporary installation

T. Mat Engineering Ltd, Loughborough, have been co-operating with Dawson Keith Electric (Hire), Croydon, to produce a compact power unit, for use on temporary installations.

The result is a container type structure to house the generating equipment with the added advantage of the equipment being protected from damage and vandalism. Where space is limited the units can also be stacked.

The units are designed to meet noise emission requirements for the construction industry, meeting 70 dBA at 10m. Air flow for cooling and consumption is drawn in through silenced ducting near the alternator and discharged through a silencer attached to the radiator.

Further information: circle 52

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

New power source for welding

A power source offering improved output stability, reliability and competitive pricing comes from Clarke Chapman Weldcontrol, Tiverton, Devon. Designated RM 150, the equipment is built up from standard rack-mounted modules, enabling its facilities to be matched to the widest possible range of TIG welding applications.

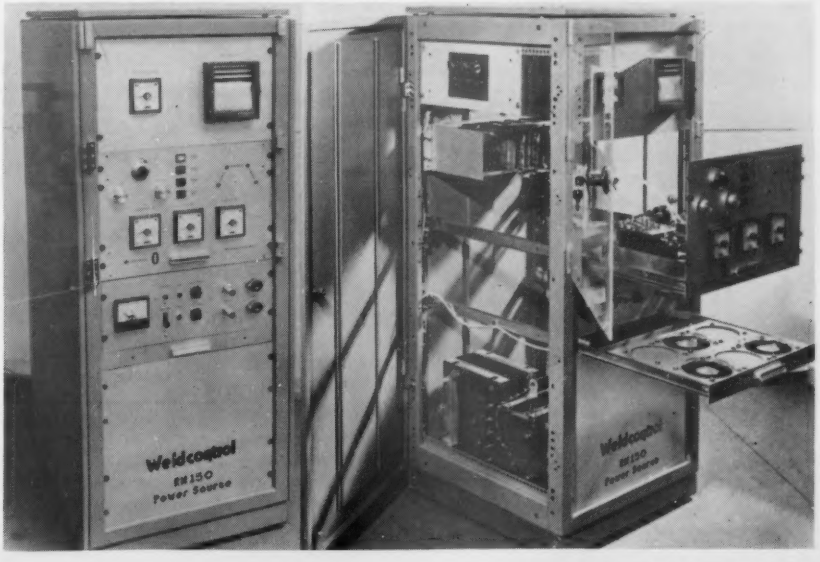
The basic 150 amp DC unit employs closed loop control circuits to give accuracy and stability of output current down to the minimum setting of approximately 10 amps. HF start, current slope-up and cratering-out facilities are provided. Solid state switching is used to reduce the number of mechanical relays in the equipment. Shielding gas flow is controlled by means of a solenoid valve within the equipment and timers are provided to control the gas flow.

A sequence control pendant, available as an 'extra', enables the operator to move away from the power source to supervise the weldhead, whilst still operating the weld sequence.

Three versions of the basic power source give a choice of linear current, two-level linear current and fully-pulsed current.

Further information: circle 53

The new Weldcontrol RM 150 power source. Illustrated is the basic linear current equipment here fitted with motor delay module and chart recorder which provides a record of weld current voltage and weldhead motor speed.



Technology news

Underground storage of nuclear waste

The United Kingdom Atomic Energy Authority is planning to investigate the suitability of certain geological strata for the disposal of radioactive waste, Anthony Wedgwood Benn, Secretary of State for Energy, announced on 2 February. The formations to be considered include some mudstone and rock-salt deposits in the Cheshire-Welsh border area. Proposals actually to use geological strata for disposal, he said, would only be made after the fullest consideration of all the safety and environmental issues including wide consultations – and on the basis of a conclusion that it would be safe to do so.

He was also asked about keeping the public informed of incidents affecting safety at nuclear installations. Mr Benn said that licensees of nuclear installations were required by the Nuclear Installations (Dangerous Occurrences) Regulations 1965 to report immediately to the Health and Safety Executive the following occurrences: any release of radioactivity or toxic substances causing or likely to cause death or serious injury; any uncontrolled criticality excursion; any explosion or fire likely to affect safety; and any occurrence during the transport of nuclear matter which is likely to cause death or injury from radioactivity, or the breaking open of a container of nuclear matter.

He said they were also required by licence conditions to report incidents involving exposure to radiation above prescribed limits and whenever inspection or testing revealed that the safe operation and condition of plant might be affected.

The Secretary of State for Scotland, and Mr Benn had made arrangements with the Health and Safety Executive to be informed of such occurrences, and also to be told of certain occurrences of lesser significance. He said they would inform parliament at once of any occurrence reported under the Dangerous Occurrences regulations. A quarterly statement would be published by the Health and Safety Executive, covering all the occurrences reported under these arrangements. Besides numerical information, this statement would give short particulars and an assessment of any occurrences that were of significance for safety. Similar arrangements would be made for the reporting of occurrences on AEA sites, which would also be covered in the quarterly statement.

Further information: circle 54

Laser examines nuclear fuel

A laser beam cuts the exact depth of wrappers surrounding fuel elements for the Prototype Fast Reactor (PFR) at Dounreay. Lasers are used to examine the cladding since, being beams of light, they cannot become contaminated by radiation. Research is carried out by the United Kingdom Atomic Energy Authority into cladding materials for the plutonium and uranium oxides which are used as fuel in the form of pins inserted into tubes inside the cladding. Fast reactors are being developed to relieve the increasing demand on rare and expensive uranium resources as they can 'breed' their own plutonium fuel. The PFR is intended to demonstrate all the key engineering, technical, economic and safety features of large reactor plants of this type. At the Dounreay Experimental Reactor Establishment comprehensive fast reactor irradiation services are also provided for overseas customers and reactor fuels fabricated and reprocessed.

Further information: circle 56

Greater nourishment from tropical crops

Concentrating on improving the quality of food crops in tropical countries, at the botany department of Durham University. The work involves programmes being carried out in countries such as Nigeria, Colombia, the Philippines, Brazil and India. Here the protein extract from plants and seeds is being studied, in an effort to obtain greater nourishment from basic food crops such as yams, cow peas and rice. Although the staff do not carry out the initial experiments, they supervise and provide guidance on how to solve problems as they arise. **Further information: circle 55**

Non-ferrous metals – improving reclamation

Following the work of the non-ferrous metals working group of the Waste Management Advisory Council (WMAC), the Department of Industry is now inviting individual trade associations in the non-ferrous metals fields to enter direct discussions about possibilities for improving reclamation and recycling.

The metals initially to be covered will be aluminium, copper, lead and zinc. Both the WMAC and the department consider

Water resistant plaster

Demonstrating the water repellent properties of 'Aspa', a new material developed at the Laboratory of the Government Chemist. Originally intended for filling dental cavities, Aspa has advantages when used for broken limbs. It can be immersed in water, and has twice the strength, but only half the weight of conventional plaster.

Further information: circle 57

it important to have access to the data and expertise held by the trade associations, and hope to co-operate fully with the industry.

Letters inviting trade associations to participate in the discussions have been sent to the presidents of the Aluminium Federation, Copper Smelters' and Refiners' Association, Association of Bronze and Brass Founders, British Bronze and Brass Ingot Manufacturers' Association, British Non-Ferrous Metals Federation, Lead Development Association, and Zinc Development Association. The British Secondary Metals Association has also been invited to participate.

The aim of the discussions is to identify the amount and nature of waste arisings; the scope for increasing rates of recovery; the obstacles to better use of recovered metals; the need for further research and development; and also to study the economics of recovery.

The WMAC non-ferrous metals working group is being disbanded. Sir Sigmund Sternberg who chaired the Group continues as a member of the WMAC.

The Waste Management Advisory Council intends to publish periodically statements of the situation in respect of the various metals. Similar arrangements have also been made with the glass and plastics trade associations.

Further information: circle 58

Computer designs plant layout

The Computer Aided Designs Centre have now launched a pipework design management system, (PDMS) an interactive computer-based system developed specifically to tackle the problems of plant layout, pipe routing and pipework design. This is the most significant design system yet produced by the CAD Centre, and over 20 man years of effort by piping and computing professionals has gone into its development. PDMS is designed to bridge the gap between project engineering and pipework detailing and provides a comprehensive information handling system for all data relating to 3-dimensional pipework layout.

Pipework engineers use PDMS to build a 3-dimensional data model of plant, equipment, pipes and piping components in a central database. It can also interactively refine the model held in the computer into an acceptable plant and piping layout, and will produce engineering layout drawings of the design. The system will also produce preliminary materials take-off lists.

Further information: circle 59

Looking for minerals in the Highlands

The search for minerals in the Scottish Highlands will be intensified now that the Rio Tinto Zinc Corporation is to carry out exploration work in several areas.

The Highland Regional Council have invited Rio Tinto Zinc to investigate possible deposits in Sutherland, Caithness and on the island of Skye.

The company said that they would be carrying out a geological assessment programme in these areas which would begin in the near future.

Interest in uranium on Orkney was increased this week when the council's planning committee debated a proposal by the South of Scotland Electricity Board to sink 11 test bores on the island.

The SSEB, who are trying to estimate the potential of the deposits, want to sink two bore holes at Yesnaby on the Atlantic Coast, four near Blackhall and five more at Mill of Cairston.

A survey by the Institute of Geological Science estimated that the Stromness 'uranium corridor' held deposits of a few thousand tons.

The SSEB see the valuable uranium as a possible source of power for their three nuclear power stations – Hunterston A and B on the Clyde Estuary and a proposed station at Torness, near Dunbar.

Further information: circle 60

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Programming courses by video

As a result of a recent agreement with the University of Manchester, The National Computing Centre will be supplying for the first time a series of training courses in programming based on video techniques. Recorded on video tapes and played back on television monitors, the first of these on-site courses to be available are programming in Cobol, Algol and Fortran. This method of instruction enables programmers to be trained in stages, either singly or in groups, at times convenient to their managements and without travelling or residential expenses. Any required section of a course or lecture can be played back as often as necessary.

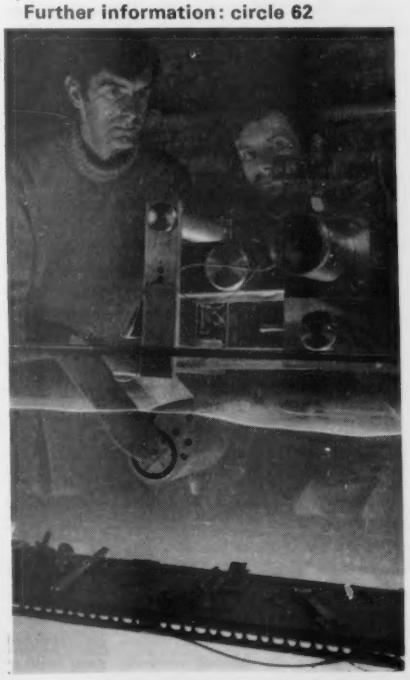
All three courses have already been used successfully both by the University which developed them for its own use as part of its training programme and by a number of commercial/industrial organisations.

Further information: circle 61

Wave power

Stephen Salter at Edinburgh University conducting research into the 'nodding duck' a means of generating electricity from the motion of the waves. The system would involve a free-floating concrete sea station from which a series of vanes attached to a 'backbone' would be strung out to catch wave movement. The motion of the duck could either drive hydraulic motors which would in turn drive generators, or alternatively the motion could pump water at high pressure into longitudinal ducts in the hollow spine, so driving a hydro-electric generator. The planned prototype, with each vane 2m wide and 1m in diameter, will be in a string 50m long and launched in Loch Ness in April.

Further information: circle 62



Parliament

Monday, 31 January

Profitability of British industry

Tom Arnold (Hazel Grove) asked for information on the profitability of British industry over the past 12 months; and estimated figures for 1977.

Mr Varley answered: 'The latest available estimate of the rate of return at replacement cost earned by industrial and commercial companies, of about 4 per cent relates to 1975 and was given to the hon member for Gosport on 13 December (*Trade and Industry*, 24 December, page 862). Such data as are now available for the first three quarters of 1976 suggest a slightly lower rate of return in that period. It is not the practice to publish forecasts but I expect a substantial increase as exports and output grow.'

Anglo-Polish trade agreement

Terence L. Higgins (Worthing) asked for an assurance that any advantage given to Polish buyers under the Anglo-Polish trade deal announced on 16 December 1976 would be equally available to British companies ordering ships in UK yards.

'We intend to conclude the deal on a strictly commercial basis,' said Mr Varley. 'If a UK owner were to come to us with proposals for placing an order of this size and importance my department and the Organising Committee for British Shipbuilders would be very ready to discuss with him the most appropriate way of financing it.'

Expenditure on piping

Peter Rost (South East Derbyshire) asked what discussions had been held with the British Steel Corporation on the effects of cuts in public sector capital expenditure on the concrete and iron pipe sector of the corporation.

Mr Huckfield answered: 'Representations have been made to me by the chairman of the corporation and by managers and workforce of BSC's Stanton and Staveley Group. Following discussions, the group management have indicated that the situation is more encouraging than first intimated.'

Aid scheme for instruments and automation

Douglas Jay (Wandsworth, Battersea North) asked if the Secretary of State for Industry would proceed with the government's proposed £25 million industry aid scheme for instruments and automation.

'Yes, as soon as it has received EEC approval,' said Mr Williams.

BSC Special Steels Division

Frank Hooley (Sheffield, Heeley) asked: 'What has been the total value of investment in the Special Steels Division of the British Steel Corporation in the period 1970 to 1976, inclusive; and what current projects are in hand?'

Mr Huckfield said: 'This is a matter for the corporation. They tell me however that between April 1970 and March 1976 a total of £160 million was invested by Special Steels Division. Major projects now under way within the new Sheffield Division are as follows:

Aldwarke fourth arc furnace and finishing banks;

Shepcote Lane and Tinsley Park stainless products development;

and cleaning projects at several works.'

Sona Consultants

Max Madden (Sowerby) asked for a report on discussions between the Department of Industry and representatives of Sona Consultants Ltd about re-equipment of their Moderna plant in West Yorkshire.

Mr Cryer replied: 'Officials from my department have been in frequent contact with Sona Consultants during the past two months. The company has explained the possibilities which are being explored for various combinations of products to continue to be manufactured at the Moderna plant. Re-equipment of the plant will depend to some extent on the product range which is linked to current negotiations with potential customers, including export customers, and I understand that Sona Consultants have written to my hon friend on 25 January with a further declaration that they intend to re-organise, re-equip and re-establish manufacturing.'

Small firms

John MacGregor (South Norfolk) and Anthony Grant (Harrow Central) asked about recent assistance to small firms.

Mr Cryer answered: 'In the course of the last three months, the government has announced changes in, and additions to, most of the sectoral schemes currently in operation under section 8 of the Industry Act 1972. They now contain special provisions for assistance to small firms towards the cost of consultancy studies and in the case of the clothing industry scheme the minimum value of a project eligible for help has been reduced from £30,000 to £10,000. In addition I have inaugurated a pilot counselling scheme for small firms in the South West region, which, subject to our experience, we will extend in due course to the rest of the country. The Small Firms Information Service has also been extended by the opening of a new sub-centre in Liverpool to serve small businesses in the area. The construction of 82 advance factory terrace or nursery units has also been progressing during the past three months. Work is progressing well on a study of the needs of small firms managers for training and how those needs can be met, and I am actively promoting the department's scheme for collaborative ventures among small firms.'

British Aerospace

Norman Tebbit (Waltham Forest, Chingford) asked for an estimate of the total cost to public funds of the British Aerospace Organising Committee during the financial year 1976-77.

Mr Kaufman said: '£145,000.'

Shipbuilding industry

Michael Grylls (North West Surrey) asked for a statement on the meeting between the Secretary of State for Industry and the Confederation of Shipbuilding and Engineering Unions on 25 January 1977; and if the Industry Act 1972, as amended by the Industry Act 1975 would be used to create a state holding company for the government's existing interests in shipbuilding companies.

Mr Huckfield said: 'My rt hon friend the Secretary of State and hon friend the Minister of State and I, met representatives of the CSEU on 25 January at their request. We had a useful and constructive discussion about prospects for the shipbuilding and ship-repairing industry.

'During the discussion the CSEU representatives made a number of points, about possible action which might be taken to deal with the problems of the industry, to which I am giving urgent consideration.

'No decision has yet been taken on the proposal that there should be a state holding company for the government's existing shipbuilding interests.'

Info-Line Ltd

Mr Tebbit (Waltham Forest, Chingford) asked for the names of the principal shareholders in Info-Line Ltd; under what authority £200,000 would be made available to the company and how loans would be secured.

Mr Huckfield said that principal shareholders were the Department of Industry, the British Library, the Chemical Society and the Institution of Electrical Engineers. The financial assistance would be made under section 5 of the Science and Technology Act 1965 and that it would be incompatible with the objects of the department's sponsorship of Info-Line Ltd to require that loans to it in its development period should be secured.

'Greyhound' system for newsprint exports

Nicholas Winterton (Macclesfield) asked if the Secretary of State for Trade would adopt a quota licensing system in place of the 'Greyhound' system for the import of newsprint.

Mr Meacher said: 'Benefit of the tariff quota is already confined, by the end-use control operated by HM Customs and Excise, to newsprint imported for newspapers and periodicals not primarily devoted to advertising. I see no grounds for attempting to confine benefit of the quota to particular importers or publishers. Moreover it would be impossible to be certain that the publishers who failed to get allocations sufficient to meet their needs were those who were failing to buy UK produced newsprint.'

Potatoes

'What was the value and volume of imports and exports of potatoes during 1976, 1975 and 1974, respectively?' asked Tom Litterick (Birmingham, Selly Oak).

Mr Meacher gave the following information:

	Imports		Exports	
	Thousand metric tons	£ million cif	Thousand metric tons	£ million fob
1976	632	123	68	14
1975	374	39	147	13
1974	234	22	152	7

World trade in manufactures

Nicholas Ridley (Cirencester and Tewkesbury) asked for estimates of the share of UK exports in world trade in manufactures for each quarter since 1974.

Mr Meacher gave the following information:

1974	1st quarter	8.5
	2nd quarter	8.9
	3rd quarter	8.9
	4th quarter	8.8
1975	1st quarter	9.5
	2nd quarter	9.2
	3rd quarter	9.0
	4th quarter	9.5
1976	1st quarter	9.3
	2nd quarter	8.9

This information is taken from table C1 of the latest edition (No 15) of the *Monthly Review of External Trade Statistics.*

BOTB joint ventures

Michael Morris (Northampton South) asked for the number of representations received from trades associations, chambers of commerce, other organisations and individuals concerning the cut back of BOTB sponsored joint ventures.

Mr Meacher answered: 'Department of Trade ministers have received 32 letters, of which 10 were from trade associations and the remainder from other organisations and individuals. Other representations, both written and oral, have been received by the British Overseas Trade Board.'

Prices of cars

Gwilym Roberts (Cannock) asked if a study had been made of the increases in the average prices of British-made new cars over the last two years; how this compared with inflation over the same period; what would be the effect of car price increases on home market sales in Great Britain in 1977 and 1978; and what was being done to control car prices.

Mr Maclennan replied: 'Wholesale prices for new passenger cars are provisionally estimated to have risen by 45 per cent between December 1974 and December 1976. In the same period, the Retail Price Index rose by 43.7 per cent. Increases in prices charged by British car manufacturers for sale on the home market are subject to control under the Price Code. It is for the manufacturers themselves to assess the impact of their pricing policies on their sales.'

Tuesday, 1 February

Regional employment premium

Anthony Steen (Liverpool, Wavertree) asked when the regional employment premium to manufacturing industries in development areas like Merseyside was withdrawn; when manufacturers were notified that the government intended to withdraw the premium; and what incentives would be offered in its place.

Mr Cryer answered: 'The order withdrawing REP came into operation on 1 January 1977 and provides that no payments are to be made in respect of employment after 2 January 1977. The decision to withdraw REP was announced on 15 December 1976 and the details were given in my rt hon friend the Chief Secretary's reply to my hon friend the member for Southampton, Test (Mr Gould), on 22 December (Vol 923, col 223). All those in receipt of REP have been sent a notice about the arrangements. In place of REP, an additional £80 million has been allocated for expenditure in each of the next two years on selective assistance to industry and the Temporary Employment Subsidy and the job creation schemes have been extended for a further period.'

Selective Investment Scheme

Neil Kinnock (Bedwellty) asked if the Secretary of State for Industry would reduce the £500,000 minimum value for expansion threshold which qualifies firms for assistance under the accelerated investment projects scheme to £50,000.

'The Accelerated Project Scheme has closed,' said Mr Cryer. 'But a new Selective Investment Scheme has been introduced with this minimum value of eligible investment.

'Under the powers for selective financial investment in Part II of the Industry Act 1972, each proposal has to be individually assessed. Setting a minimum limit under such a general scheme must take account of its prime purpose to encourage major new projects, the limited number of staff with the necessary skills to appraise proposals against the special criteria of the scheme, and the commitments arising from section 7 and 8 measures already in train. Within these constraints it would be impracticable to open the scheme to projects smaller than this minimum limit.

'Companies should recognise that this minimum covers not just fixed capital but also certain categories of associated costs. Where this limit does prevent proposals under the scheme, small manufacturing companies in Wales, and other Assisted Areas, with viable employment-creating projects can be considered for selective financial assistance under section 7.'

Trade in steel with EEC countries

Mr Hooley asked for figures showing what was (a) the value and (b) the volume of UK imports from EEC countries in 1970 and 1976 of re-inforcing rods, re-inforcing bars and other constructional steel; and the corresponding export figures from the UK to the EEC and the rest of the world, in those years.

Mr Meacher gave the following available information:

	Imports		Exports			
	From EEC		To EEC		To other countries	
	Thousand metric tons	£ million cif	Thousand metric tons	£ million fob	Thousand metric tons	£ million fob
Re-inforcing rods and bars						
1970 (1)	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
January-November 1976 (2)	52	7	16	2	222	24
Other constructional steel (3)						
1970	31	4	?16	17	881	67
January-November 1976 (2)	370	87	232	54	743	157

Note:
(1) Not shown separately.
(2) Information for 1976 as a whole is not yet available.
(3) Includes (a) non-alloy steel-angles, shapes and sections of 80mm or more, sheet piling and coated plates and sheets less than 3mm thick, (b) tubes and pipes (except those made of stainless steel). These items are used in construction but also have other applications.

Ministers

Department of Industry

Secretary of State: Eric Varley
Ministers of State: Alan Williams
Gerald Kaufman
Parliamentary Under-Secretaries of State: Robert Cryer
Leslie Huckfield

Department of Trade

Secretary of State: Edmund Dell
Parliamentary Under-Secretaries of State: Michael Meacher
Stanley Clinton Davis

Department of Prices and Consumer Protection

Secretary of State: Roy Hattersley
Minister of State: John Fraser
Parliamentary Under-Secretary of State: Robert Maclennan

British Leyland

John Moore (Croydon Central) asked: 'What since Her Majesty's Government became involved, have been the total monies advanced to British Leyland; what is the total amount committed; how many employees British Leyland had at the time government assistance was first advanced; and how many employees has it at the latest possible date?'

Mr Huckfield replied: '£200 million was subscribed by HM Government in October 1975 under the British Leyland Act 1975; and as my rt hon friend told the House on 21 July 1976 he endorsed the conclusion of the National Enterprise Board that the first tranche of loan finance of £100 million envisaged in the Ryder Report should be made available to the company. Minor payments have also been made to BL from time to time under general schemes of assistance available to industry. For information on the numbers employed the hon gentleman should write to the company.'

Cost escalation insurance and shipbuilding scheme

Gordon A. T. Bagier (Sunderland South) asked if the proposal to continue cost escalation insurance, as announced by the Chancellor of the Exchequer on

15 December 1976 would apply to the shipbuilding scheme.

Mr Kaufman replied: 'The announcement relates solely to the cost escalation scheme operated by the Export Credits Guarantee Department for exporters of major capital goods and projects. We have however decided that the scheme of cost escalation insurance on sales by United Kingdom shipbuilders to both the home and export market, which is operated by my department, should be continued.'

Cable and Wireless

Peter Viggers (Gosport) asked: 'When was HM Government informed, as shareholder, of the date for holding the latest annual general meeting of Cable and Wireless Ltd?'

'Cable and Wireless Ltd gave formal notice to all nominee shareholders on 22 October that the 1976 AGM would be held on 28 October,' said Mr Kaufman. 'Following the adjournment of that meeting the company notified the shareholders on 16 December that the resumed AGM would be on 23 December. On both occasions, after prior consultation with the company as to suitability of dates, the shareholders formally accepted, as provided for under section 133 (3) (a) of the Companies Act 1948, waiver of the full notice which would otherwise have been required under the act.'

Foreign currency financing of exports

John Ovenden (Gravesend) inquired about the switch to foreign currency financing of exports, referred to in the Chancellor of the Exchequer's statement of 15 December.

Mr Dell's reply was published in *Trade and Industry* of 4 February, page 283.

Liability for marine claims

John Prescott (Kingston upon Hull East) asked for a statement about the outcome of the Legal Conference of Liability for Maritime Claims.

Mr Clinton Davis's reply was published in *Trade and Industry* of 4 February, page 287.

NCC report on social security benefits

Michael Brotherton (Louth) asked what was the cost to public funds of the recent report of the National Consumer Council on social security benefits.

Mr Fraser said that the cost was £5,520 which would be met out of a total grant-in-aid of £450,000 in 1976/77. 'But the National Consumer Council expect to recover £1,200 from sales of the report,' he added.

Wednesday, 2 February

Copyright Commission

Nicholas Scott (Kensington and Chelsea, Chelsea) asked about the report of the Copyright Commission.

'The report has been received and publication is being arranged for the end of February,' said Mr Clinton Davis.

EEC legislation on electrical fittings

Carol Mather (Esher) asked when draft EEC legislation would be introduced to standardise electrical fittings; and for the estimated cost to householders.

Mr Fraser answered: 'Responsiblity for making proposals to the Council of Ministers for EEC legislation rests with the Commission of the European Communities. It is not possible to state when, or indeed if, a proposal on a new system of electrical plugs and socket-outlets will be made. Additional costs to householders if this system were introduced would depend heavily on the period involved and the manner of implementation. These costs cannot usefully be estimated at present.'

Thursday, 3 February

Trade with Hong Kong

Dr Alan Glyn (Windsor and Maidenhead) asked for figures on the value of imports from and exports to Hong Kong.

Mr Meacher gave the following figures:

UK TRADE WITH HONG KONG IN 1976

£ million

Imports (cif)	Exports (fob)
440	204

Companies Act 1976

Brian Sedgemore (Luton West) asked for a statement about the implementation of the Companies Act 1976.

Mr Clinton Davis' reply is on page 352.

Regional Preferential Assistance

Kenneth Clarke (Rushcliffe) asked how much public money in constant values was spent per head of the population on creating jobs in each of the Areas for Expansion in the last five years.

Mr Williams gave the following figures:

ESTIMATED REGIONAL PREFERENTIAL EXPENDITURE AT 1976 PRICES

	1971/72	1972/73	1973/74	1974/75	1975/76
Northern Development Area					
Total expenditure	£147.5m	£113.3m	£139.0m	£152.2m	£185.0m
Per capita	£43.7	£33.5	£41.2	£45.1	£54.9
North West Region					
Total expenditure	£92.5m	£68.5m	£80.1m	£110.9m	£107.0m
Per capita	£14.0	£10.4	£12.2	£16.9	£16.3
of which:					
Merseyside SDA					
Total expenditure	£76.9m	£57.9m	£65.0m	£82.4m	£79.0m
Per capita	£45.3	£34.3	£38	£49.4	£47.7
South West Assisted Areas					
Total expenditure	£11.4m	£8.6m	£10.5m	£13.7m	£11.0m
Per capita	£14.2	£10.6	£12.7	£16.4	£13.0
Yorkshire and Humberside Intermediate Area					
Total expenditure	£5.8m	£3.5m	£15.1m	£19.9m	£23.0m
Per capita	£1.3	£0.8	£3.2	£4.3	£4.9
East Midlands Intermediate Area					
Total expenditure	—	£1.4m	£2.7m	£4.5m	£2.5m
Per capita	—	£2.1	£4.1	£6.8	£3.8
West Midlands Intermediate Area (Oswestry)					
Total expenditure	—	—	£0.6m	£1.5m	£0.5m
Per capita	—	—	£13.7	£33.8	£11.6
Scotland					
Total expenditure	£164.3m	£146.3m	£164.0m	£182.6m	£228.0m
Per capita	£31.5	£28.1	£31.5	£35.0	£43.8
Wales					
Total expenditure	£84.9m	£93.2m	£99.2m	£101.5m	£104.0m
Per capita	£31.2	£34.1	£36.1	£36.8	£37.6
English Assisted Areas*					
Total expenditure	£256.3m	£196.2m	£248.5m	£304.3m	£331.2m
Per capita	£15.9	£12.2	£15.4	£18.9	£20.5
Great Britain Assisted Areas*					
Total expenditure	£507.4m	£437.1m	£512.8m	£590.2m	£669.4m
Per capita	£21.1	£18.2	£21.3	£24.5	£27.8

Notes

1 All payments are gross and include payments to nationalised industries. Major items included are Regional Development Grants, Regional Selective Assistance, Local Employment Act assistance, Regional Employment Premium and Investment Grant Differential.

2 * Includes payments which cannot be divided between regions.

3 No account is taken of assistance under section 8 of the Industry Act 1972, although in some cases this will have resulted in increased or safeguarded employment, nor of the various measures to combat unemployment introduced by the Secretary of State for Employment since August 1975.

Industrial development in GLC area

Kenneth Warren (Hastings) asked: 'What special allowances are available for the re-training of workers in the Greater London Council area in new industrial skills; and what relaxation has been allowed on industrial development certificates and advertising to attract industry to this area?'

Mr Williams answered that during 1976 an experimental scheme was announced for the issue of Industrial Development Certificates for the speculative replacement of obsolete industrial buildings, and the IDC exemption limits were raised (from 5,000 sq ft to 12,500 sq ft in South East England). London would be able to benefit from both changes.

Mr Williams continued: 'On advertising, my rt hon friend the Secretary of State for the Environment announced last August that the government accepted that there should be some relaxation of the present statutory restriction on the advertising of London's commercial and industrial advantages. Proposals to give effect to a relaxation subject to the control of the Secretary of State for the Environment are included in the Greater London Council (General Powers) Bill which is now before parliament. Training allowances are a matter for my rt hon friend the Secretary of State for Employment.'

Registry of Business Names

Michael Shersby (Hillingdon, Uxbridge) asked what representations had been received from the Committee of London Clearing Bankers concerning

closure of the Registry of Business Names.

'Abolition of the registry is one of the options now being considered as part of the government's review of the cost of the civil service,' said Mr Clinton Davis. 'Comments were invited from representative users of the registry, including the Committee of London Clearing Bankers, which has indicated its opposition to the proposal.'

ECGD bond support scheme

Michael Latham (Melton) asked for information on the total value to date of the Export Credits Guarantee Department's facilities to support overseas construction work by UK firms.

Mr Meacher answered: 'Since the bond support scheme was introduced in February 1975, ECGD has offered to support bonds to a value of £133 million for constructional works contracts worth £523.7 million. No bond supported by ECGD has been called; consequently no expenditure has yet been incurred by ECGD in this respect.'

ECGD constructional works policies

Mr Latham asked what was the value for the financial year 1975-76 of: (a) the total business insured under the ECGD under its constructional works policies and (b) the premium income received; and whether any payments had to be made as a result of the blocking or delaying of sterling transfers by overseas governments.

Mr Meacher answered: 'The total business insured by ECGD under its constructional works policies during 1975/76 was £147.3 million. Premium received by ECGD in respect of such business was £1.015 million. No claims payments due to the blocking or delaying of sterling transfers by overseas governments were made under ECGD's constructional works policies in 1975/76.

'I regret that comparable figures given for 1971/72, 1972/73, 1973/74, and 1974/75, in reply to the hon member on 5 July 1976 (col W371 of *Hansard*), were incorrect. The revised figures are as follows:

£ million

	1971/72	1972/73	1973/74	1974/75
a Business insured	63.8	17.9	35.4	190.8
b Premium received	0.378	0.521	0.557	2,103

English Tourist Board grants to Yorkshire

Kenneth Lomas (Huddersfield West) asked how many grants, and for what amounts, were given by the Department of Trade to Yorkshire and West Yorkshire, respectively, during the last three years; and how they compared with those made to Scotland and Wales.

Mr Meacher replied that grants made by the English Tourist Board to developments in Yorkshire in the last three years were:

	Yorkshire		Of which West Yorkshire	
	No. of grants	Amount paid £	No. of grants	Amount paid £
Hotel Development Incentives Scheme (Note 2)				
1973/74	23	934,262	Not available (Note 3)	
1974/75	19	75,107	2	28,503
1975/76	6	28,140	4	22,097
1976/77 (to Dec. 1976)	4	37,362	1	2,218
Assistance to tourism projects (available only in Development Areas)				
1973/74	10	72,396	Not applicable (Note 4)	
1974/75	15	48,057	Not applicable (Note 4)	
1975/76	24	208,719	Not applicable (Note 4)	
1976/77 (to Dec. 1976)	40	211,789	Not applicable (Note 4)	

Notes:
1 The figures relate to the county boundaries existing in the years in question.
2 Applications for assistance under the Hotel Development Scheme had to be received by the board before 1 April 1973.
3 West Yorkshire did not exist as a separate county in 1973/74; and figures for this year could only be obtained at disproportionate effort.
4 West Yorkshire is not within a Development Area.

Overseas construction projects

Mr Latham (Melton) asked how many of the 75 overseas construction projects in which the Overseas Projects Group sought to assist UK firms, and which had not reached contract award stage as of 25 October 1976, have since done so.

Mr Meacher answered: 'A contract has been awarded in one of these projects. It was not won by a UK firm. However, a UK firm has received letters of interest for two of the projects worth in total nearly £70 million.'

Friday, 4 February

Bankruptcies

Mr Grant asked for the numbers of liquidations of private companies and of individual bankruptcies of self-employed persons, in the years 1973, 1974, 1975 and 1976.

Mr Clinton Davis gave the available statistics as follows:

	Company liquidations (1) of private companies		Bankruptcies (2) of self-employed persons
	Total	of which, members' voluntary liquidations	
1973	7,232	4,554	2,582
1974	7,840	3,971	3,564
1975	9,757	4,156	4,853
1976	10,718	4,397	3,013 (first three quarters)

The total figure for bankruptcies of self-employed persons in 1976 will be published when available.

(1) The total company liquidations comprises compulsory liquidations and creditors' voluntary liquidations, in which the company is insolvent, and members' voluntary liquidations, in which the company is not insolvent. The figures are for liquidations begun during each year.

(2) The total of receiving orders and administration orders made, less rescissions before the end of the year, in England and Wales, sequestration orders made in Scotland, and adjudication orders, protection orders and administration orders made in Northern Ireland. These three sets of figures are broadly comparable.

Government sales

Ministry of Defence
Sales by auction

23 February 1977 – Miscellaneous stores

Location
The Bristol Esso Hotel, Filton Road, Hambrook, Bristol

Auctioneers
Russell Baldwin and Bright (Dept L), 19/21 King Street, Hereford HR4 9DB (tel. 0432-55441)

The lots on offer include nine vehicles, six cabins, machine tools, radio receivers, jacks, tyres, tackle blocks, theodolites, oscilloscopes. Aircraft, MT and electrical spares. 2,700 watches. Household and office furniture. Service clothing and textiles including 12,700 blankets and many other interesting items.

2 March 1977 – Miscellaneous stores

Location
The Embassy Suite, Balkerne Lane, Colchester

Auctioneers
Fenn Wright Garrod Turner (Dept L), 146 High Street, Colchester, Essex (tel. 0206-46161)

Many items of service clothing and textiles including 300 carpets, white blankets, uniforms etc. A large collection of office and household furniture and other miscellaneous stores. A Harvester TD tractor with Bullgrader and a Weatherill hydraulic loading shovel.

Catalogues which give details of the lots, conditions of sale, viewing times, etc, are available from the auctioneers from two weeks before and up to the day of the sale, price 20p postage and packing 10p extra (postal orders only).

Overseas trade news

UK and GDR aim to double trade by 1980

Britain and the German Democratic Republic have agreed a new joint aim – to more than double trade between their two countries by 1980. Speaking at the conclusion of his two-day visit to Berlin for talks with GDR ministers, Secretary of State for Trade Edmund Dell said that at present trade was running at just over £100 million in both directions, and the intention was to increase it to well over £200 million in the next four years.

During his stay, Mr Dell saw the GDR Prime Minister, Willi Stoph, and the Foreign Minister, Oskar Fischer. Mr Dell also had talks with Horst Soelle, the Minister for Foreign Trade, and other ministers.

He also visited the large petrochemical complex at Schwedt, where he said there were proposals for the development of an aromatic plant in which British technological proposals should be of value.

At the conclusion of Mr Dell's visit, Catalytic International Ltd signed a major contract with the GDR for the supply of a chlorine plant. The value of hardware and services to be supplied from the UK is around £20 million.

Mr Dell described this contract as a welcome symbol of the new determination of the two countries to increase trade.

'It is the first large contract we have won here for many years, and it is significant of the fact that here in the GDR is a market open for British exports.'

Mr Dell was accompanied for part of his visit by five senior British industrialists, representing a wide range of industrial manufactures. Most of them were new to the GDR market.

Mr Dell said that he had had a very encouraging report about their visit. All of them hoped for a considerable amount of business in the GDR.

Mr Dell also welcomed the signing on 3 February of a new framework agreement between ICI and a consortium of GDR enterprises which would help to broaden ICI's activities in the GDR. ICI also planned to open an office in Berlin in the next few months.

Mr Dell said that Herr Soelle had told him the GDR expected to set the following priorities for imports from the UK – complete industrial plants for chemical, metallurgical and foodstuff industries, special machine tools, equipment and accessories for automotive industries, building and construction. The GDR also wished to continue their traditional purchases from the UK, and increase imports of textile fibres and chemical products.

Mr Dell concluded, 'We have a great opportunity to diversify our trade. I hope to have given it some impetus by my visit here.'

Value of Indo-British project collaboration – Dell

Joint venture links between Britain and India and their value to the industries of both countries was the keynote of Secretary of State for Trade Edmund Dell's inaugural speech to the symposium on Indo-British project collaboration in London on 26 and 27 January. Paying tribute to the sophistication and depth of Indian industry, he said that it could complement the strengths of British firms in bidding for contracts in third countries. But to make such collaboration possible a degree of mutual confidence between individual Indian and British firms had to be built up, starting from a greater knowledge of each other.

In reply the Indian high commissioner, Mr B. K. Nehru, explained that the symposium was intended to fulfil an educative role. It was a forum where some 40 major Indian firms and organisations, and 125 British, could meet to discuss problems and learn from the experience of companies which had already forged trans-national links.

In the first of the business sessions Sir Ralph Bateman summed up the impressions gained by the joint IPBA/CBI mission he had led to India in November (see below). Later sessions investigated those sectors, including civil construction and consultancy, where prospects of fruitful collaboration were probably brightest. The symposium's two days also provided an opportunity for informal discussions between individual Indian and British industrialists, bankers, and consultants.

The extent of the symposium's long-term achievements remains to be seen, but its Indian organisers were gratified by the quality of the British representation – which matched that of their own – and the level of interest in India which this indicated.

CBI publishes report on Indian prospects

A report of a recent British industrial co-operation mission organised by the Confederation of British Industry and the British Overseas Trade Board to India, entitled 'India 1977', has been published by the Confederation of British Industry.

Great changes have occurred in India during the past 20 years. The mission – a team of 14 leading industrialists led by the CBI's immediate past-president, Sir Ralph Bateman – visited the country in the first half of November 1976 and made an intensive survey of the economic and business scene. It reports that India is now more prosperous than for many years and, although the government strictly controls the economy, some liberalisation is apparent in official policies and attitudes.

The report concludes that opportunities for collaboration and trade have improved to an extent that makes the Indian market well worth re-assessment by British companies. To help in this task, comprehensive up-to-date details of the types of opportunities now available are given in the report.

'India 1977' is available from the CBI Print and Publications Department, 21 Tothill Street, London SW1H 9LP, price £8.

Leyland buses go to Caracas

One of the two Leyland buses that are to be displayed at the British international exhibition, which will be held from 15 to 24 March in Caracas, Venezuela, being loaded on to the Harrison Line vessel *Merchant* at the port of Liverpool.

Notices to importers

Issued by the Department of Trade, Import Licensing Branch, Charles House, 375 Kensington High Street, London W14 8QH. Telephone inquiries should be addressed to the number at the end of the notice.

1597: Imports in 1977 of men's and boys' woven under garments from the People's Republic of China

Notice to importers 1588, published in *Trade and Industry*, 26 November 1976, announced the establishment of a quota for imports in 1976 of certain men's and boys' under garments from the People's Republic of China. The quota for 1977 has now been established and the goods affected and the quota for the period 1 January to 31 December 1977 are set out below:

Tariff no/description	Quota
ex 61.03 Men's and boys' under garments *other than those of flax* and *other than shirts of synthetic textile fibres*	294,000 pieces

Importers seeking an allocation from this quota are invited to apply to Import Licensing Branch at the address shown above not later than 4 March 1977. Applications should be made on form ILB/A and should be accompanied by a statement of past trade by the applicant for each of the years 1974, 1975 and from 1 January to 22 November 1976, supported by a report by a qualified, practising, independent accountant. Proformas for this purpose are available from Import Licensing Branch, and applications will only be dealt with on receipt of correctly completed forms. Please refer to Notice to Importers 1594 (*Trade and Industry*, 24 December 1976), paragraph headed 'Licensing Arrangements for China' for instructions on the completion of forms and general rules on quota allocation for restricted Chinese goods.

Traders should note that this quota now also covers men's and boys' under garments of cotton, which have been transferred from Chinese category 8 as set out in notice to importers 1594. Consequently, the quota limit for Chinese category number 8 as set out in notice to importers 1594 has been reduced from £531,750 to £530,000 and the existing entries relating to tariff headings 61.03 and 61.04 replaced by the following:

Tariff no/description
ex 61.03 Men's and boys' under garments of flax **ex 61.04** Women's, girls' and infants' under garments of woven cotton or of flax

Bankruptcy records for England and Wales

Details of bankruptcies in England and Wales are maintained in a public search room at Room 901. Thomas More Building, Royal Courts of Justice, Strand, London WC2A 2JY.

Searches can be made personally or by an agent and a fee of 25p in respect of each bankruptcy inquiry is payable at the time.

Amendments to notice to importers 1594

USSR

The quota limit of £375,000 for USSR category number 8 has been replaced by a limit of 20,100 units.

Hungary

For Hungarian category number 7 ex 58.04 should be added to the group of tariff headings 55.07, 55.08, 55.09.

Czechoslovakia

For Czechoslovakian category number 10 the entry in the second column ex 60.10 should be deleted and ex 61.10 substituted.

Inquiries: Import Licensing Branch, tel. 01-603 4644, China: ext. 272, Other: ext. 280.

1598: Liberalisation of certain textile imports

Imports to the UK of certain textile items from countries with which the EEC currently has agreements under the Gatt multifibres arrangement have until now been subject to UK phasing out restrictions, and notices to importers 1549, 1551, 1563, 1564, 1570, 1572, 1575, 1583, 1584, 1585 and 1589 have been published detailing the goods affected and the quota limits.

Some of these goods are now being liberalised, ie freed from quantitative restriction, and will in future be subject to UK surveillance licensing arrangements, details of which are set out in notices to importers 1484 and 1502. The goods so affected are set out in annex 1 to this notice. Should however imports of any of these liberalised goods reach disruptive levels, quotas may be re-introduced and traders are reminded that quantitative restrictions may be imposed and import licences revoked at any time.

Exceptions to the liberalisation are set out in appendix 2 to this notice; the present licensing arrangements will continue to apply for these items, although in the case of Pakistan and the Republic of Korea the quotas have already been fully allocated.

Inquiries: Import Licensing Branch, tel. 01-603 4644, Japan: ext. 272, Romania: ext. 280, Hong Kong: ext. 275, Republic of Korea: ext. 311, others: ext. 367.

ANNEX 1

GOODS FREED FROM QUANTITATIVE RESTRICTION BUT SUBJECT TO UK SURVEILLANCE LICENSING ARRANGEMENTS

Country	Tariff heading/description
Brazil	**55.06** Cotton yarn, put up for retail sale **55.08, ex 58.04, ex 59.13** Woven cotton fabrics and trimmings **ex 61.01** Men's and boys' outer garments containing more than 50 per cent by weight of woven cotton **ex 61.02** Women's, girls' and infants' outer garments containing more than 50 per cent by weight of woven cotton **ex 61.03** Men's and boys' under garments containing more than 50 per cent by weight of woven cotton **ex 61.04** Women's, girls' and infants' under garments containing more than 50 per cent by weight of woven cotton **ex 61.05** Handkerchiefs containing more than 50 per cent by weight of woven cotton **ex 61.06** Shawls, scarves, mufflers, mantillas, veils and the like containing more than 50 per cent by weight of woven cotton **ex 62.02** ø Curtains and other furnishing articles, containing more than 50 per cent by weight of woven cotton **ex 62.05** Other made up textile articles containing more than 50 per cent by weight of woven cotton
Colombia	**55.06** Cotton yarn put up for retail sale **55.08, ex 59.13** Woven cotton fabrics and trimmings **ex 58.04** Woven pile and chenille fabrics of cotton or polyester/cotton **ex 61.01** Men's and boys' outer garments of woven cotton or polyester/cotton **ex 61.02** Women's, girls' and infants' outer garments of woven cotton or polyester/cotton **ex 61.03** Men's and boys' under garments of woven cotton or polyester/cotton **ex 61.04** Women's, girls' and infants' under garments of woven cotton or polyester/cotton **ex 61.05** Handkerchiefs of woven cotton or polyester/cotton **ex 61.06** Shawls, scarves, mufflers, mantillas, veils and the like of woven cotton or polyester/cotton **ex 62.02** Household textiles of woven cotton or polyester/cotton **ex 62.05** Other made up textile articles of woven cotton or polyester/cotton
Hong Kong	**55.06** Cotton yarn, put up for retail sale **55.08** Terry towelling and similar terry fabrics, of cotton **ex 58.04** Woven pile fabrics and chenille fabrics of cotton or polyester/cotton **ex 59.13** Elastic fabrics and trimmings containing more than 50 per cent by weight of cotton **ex 61.05** Handkerchiefs of woven cotton or polyester/cotton **ex 61.06** Shawls, scarves, mufflers, mantillas, veils and the like of woven cotton or polyester/cotton **ex 62.05** Other made up textile articles of woven cotton or polyester/cotton
India	**55.06** Cotton yarn, put up for retail sale **ex 58.04, ex 59.13** Woven cotton fabrics and trimmings

ø Bed linen, table linen, toilet linen and kitchen linen of cotton are covered by a quota established under the EEC/Brazil Textile Agreement (see Notice to importers 1555, *Trade and Industry*, 14 May 1976).

Country	Tariff heading/description
	ex 61.03 Men's and boys' under garments of cotton, *other than* * shirts **ex 61.04** Women's, girls' and infants' under garments containing more than 50 per cent by weight of woven cotton **ex 61.06** Shawls, scarves, mufflers, mantillas, veils and the like containing more than 50 per cent by weight of woven cotton **ex 62.05** Other made up textile articles containing more than 50 per cent by weight of woven cotton
Japan	**ex 51.04** Woven fabrics of synthetic textile fibres† (continuous) (Nimexe headings 03, 11, 13, 15, 17, 18, ex 25, 26, 28, 36, 42, 44, 46 and 48) **ex 51.04** Woven fabrics of regenerated textile fibres (continuous) **53.11** Woven fabrics of sheep's or lambs' wool or of fine animal hair **55.05, 55.06** Cotton yarn **55.08** Terry towelling and similar terry fabrics of cotton **ex 56.05** Yarn of regenerated textile fibres (discontinuous or waste) not put up for retail sale **ex 56.07** Woven fabrics of regenerated textile fibres (discontinuous or waste) **ex 58.04** Woven pile fabrics and chenille fabrics wholly or mainly of cotton (Nimexe headings 61-69) or of man-made fibres **ex 59.13** Elastic fabrics and trimmings **ex 60.04, ex 60.05** Under and outer garments, knitted or crocheted, not elastic nor rubberised, wholly or mainly of cotton, of wool or of man-made fibres **ex 61.01, ex 61.02** Outer garments wholly or mainly of woven cotton or of woven man-made fibres **ex 61.03, ex 61.04** Under garments wholly or mainly of woven cotton **ex 61.05** Handkerchiefs **ex 61.06** Shawls, scarves, mufflers, mantillas, veils and the like **ex 62.02** Bed linen, table linen, toilet linen, kitchen linen, curtains and other furnishing articles, wholly or mainly of cotton **ex 62.05** Other made up cotton articles for household use
Republic of Korea	**55.05** Cotton yarn, not put up for retail sale **55.06** Cotton yarn, put up for retail sale **55.08, ex 59.13** Cotton fabrics and trimmings **ex 58.04** Woven pile and chenille fabrics of cotton or polyester/cotton **ex 61.06** Shawls, scarves, mufflers, mantillas, veils and the like, of woven cotton or polyester/cotton **ex 62.05** Other made up textile articles of woven cotton or polyester/cotton
Macao	**55.05** Cotton yarn, not put up for retail sale **55.06** Cotton yarn, put up for retail sale **55.08, 55.09, ex 58.04, ex 59.13** Woven cotton fabrics and trimmings **ex 61.04** Women's, girls' and infants' under garments containing more than 50 per cent by weight of woven cotton

* Men's and boys' shirts of cotton are covered by a quota established under the EEC/India Textile Agreement as set out in Notice to importers 1509 (*Trade and Industry*, 26 September 1975).

† See Notice to importers 1538 (*Trade and Industry*, 23 January 1976) for coverage of quota established under EEC/Japan Textile Agreement.

Country	Tariff heading/description
	ex 61.06 Shawls, scarves, mufflers, mantillas, veils and the like containing more than 50 per cent by weight of woven cotton **ex 62.05** Other made-up textile articles containing more than 50 per cent by weight of woven cotton
Malaysia	**55.05** Cotton yarn, not put up for retail sale **55.06** Cotton yarn, put up for retail sale **55.08, ex 58.04, ex 59.13** Woven cotton fabrics and trimmings **ex 61.04** Women's, girls' and infants' under garments containing more than 50 per cent by weight of woven cotton **ex 61.06** Shawls, scarves, mufflers, mantillas, veils and the like, containing more than 50 per cent by weight of woven cotton **ex 62.02** Household textiles containing more than 50 per cent by weight of woven cotton **ex 62.05** Other made-up textile articles containing more than 50 per cent by weight of woven cotton
Pakistan	**55.06** Cotton yarn, put up for retail sale **55.08, ex 58.04, ex 59.13** Woven cotton fabrics and trimmings **ex 61.01** Men's and boys' outer garments containing more than 50 per cent by weight of woven cotton **ex 61.03** Men's and boys' under garments containing more than 50 per cent by weight of woven cotton, *other than shirts* **ex 61.04** Women's, girls' and infants' under garments containing more than 50 per cent by weight of woven cotton **ex 61.05** Handkerchiefs containing more than 50 per cent by weight of woven cotton **ex 61.06** Shawls, scarves, mufflers, mantillas, veils and the like, containing more than 50 per cent by weight of woven cotton **ex 62.02** ‡Table linen, curtains and other furnishing articles containing more than 50 per cent by weight of woven cotton **ex 62.05** Other made-up textile articles containing more than 50 per cent by weight of woven cotton
Romania	**ex 60.01** Knitted or crocheted fabric, not elastic nor rubberised, wholly or mainly of man-made fibres **ex 61.06** Shawls, scarves, mufflers, mantillas, veils and the like, wholly or mainly of woven cotton or of man-made fibres **ex 62.01** Travelling rugs and blankets, wholly or mainly of man-made fibres, of wool or of fine animal hair **ex 62.05** Other textile articles made-up from fabrics exceeding 30cm in width, of cotton, of man-made fibres or of wool **55.05** Cotton yarn not put up for retail sale
Singapore	**55.06** Cotton yarn, put up for retail sale **55.08, ex 58.04, ex 59.13** Woven cotton fabrics and trimmings **ex 61.04** Women's, girls' and infants' under garments containing more than 50 per cent by weight of woven cotton **ex 61.06** Shawls, scarves, mufflers, mantillas, veils and the like, containing more than 50 per cent by weight of woven cotton **ex 62.02** Household textiles containing more than 50 per cent by weight of woven cotton **ex 62.05** Other made-up textile articles containing more than 50 per cent by weight of woven cotton
Yugoslavia	**55.06** Cotton yarn, put up for retail sale **55.08, ex 58.04, ex 59.13** Woven cotton fabrics and trimmings **ex 61.04** Women's, girls' and infants' under garments containing more than 50 per cent by weight of woven cotton **ex 61.05** Handkerchiefs containing more than 50 per cent by weight of woven cotton **ex 61.06** Shawls, scarves, mufflers, mantillas, veils and the like, containing more than 50 per cent by weight of woven cotton **ex 62.05** Other made-up textile articles containing more than 50 per cent by weight of woven cotton

‡ Bed linen, toilet linen and kitchen linen of cotton are covered by a quota established under the EEC/Pakistan Textile Agreement (see Notice to Importers No 1539, *Trade and Industry*, 23 January 1976).

ANNEX 2

Country	Tariff heading/ description	Quota
Hong Kong	**55.05** Cotton yarn, not put up for retail sale	5,747 tonnes (1.1.76 to 31.3.77)
India	**55.05** Cotton yarn, not put up for retail sale	10,485 tonnes (1.1.76 to 31.3.77)
	ex 61.01 Men's and boys' outer garments containing more than 50 per cent by weight of woven cotton **ex 61.02** Women's, girls' and infants' outer garments, containing more than 50 per cent by weight of cotton, *other than shirts and blouses* *	6,705,000 sq yd (1.1.76 to 31.3.77)
Pakistan	**55.05** Cotton yarn not put up for retail sale	1,873 tonnes (1.1.76 to 31.3.77)
	ex 61.02 Women's, girls' and infants' outer garments containing more than 50 per cent by weight of woven cotton	139,583 sq yd (1.4.76 to 31.3.77)
	ex 61.03 Men's and boys' shirts and shirt fronts containing more than 50 per cent by weight of woven cotton	133,721 sq yd (1.4.76 to 31.3.77)
Republic of Korea	**ex 61.05** Handkerchiefs of polyester/cotton or containing more than 50 per cent by weight of woven cotton	100,000 sq yd (1.1.76 to 31.3.77)

* Women's, girls' and infants' shirts and blouses of cotton are covered by a quota established under the EEC/India Textile Agreement, as set out in Notice to importers 1509 (*Trade and Industry*, 26 September 1975).

Over 1900 companies are already taking part in Export Year. But there is still plenty of time to join them. Write to or phone the Export Year Office, 1 Victoria Street, London SW1 0ET. Tel. 01-215 5180/3393/5773.

Certificates of origin: issuing bodies

The following organisations have been designated by the UK government for the purpose of issuing certificates of origin under article 11 of the International Convention relating to the Simplification of Customs Formalities 1923:

Aberdeen Chamber of Commerce
Ayr Chamber of Commerce

Barnsley and District Chamber of Commerce
Birmingham Chamber of Industry and Commerce
Blackburn and District Chamber of Commerce
Bolton and District Chamber of Commerce
Bradford Chamber of Commerce
Bristol Chamber of Commerce and Shipping
Burnley and District Chamber of Commerce and Industry
Burton upon Trent and District Chamber of Commerce and Industry
Bury and District Chamber of Commerce

Cambridge Chamber of Commerce
Cardiff Chamber of Commerce
Carlisle Chamber of Commerce
Chesterfield Chamber of Commerce
Colchester and District Chamber of Trade and Commerce
Coventry Chamber of Commerce
Croydon Chamber of Commerce

Derby and Derbyshire Chamber of Commerce
Doncaster Chamber of Commerce
Dorset Chamber of Commerce
Dudley and District Chamber of Commerce
Dundee Chamber of Commerce

Edinburgh Chamber of Commerce and Manufactures
Exeter and District Chamber of Commerce

Federation of Sussex Industries and Chamber of Commerce Ltd.
Forth Valley Chamber of Commerce (Falkirk)

Glasgow Chamber of Commerce
Gloucester and County Chamber of Commerce
Goole Chamber of Commerce and Shipping
Grantham Chamber of Commerce
Great Yarmouth Chamber of Commerce
Greenock Chamber of Commerce and Manufactures
Grimsby Incorporated Chamber of Commerce and Shipping
Guernsey Chamber of Commerce

Halifax and District Chamber of Commerce
Hertfordshire Chamber of Commerce
Hull Chamber of Commerce and Shipping

Ipswich Chamber of Commerce and Shipping
Isle of Man Chamber of Commerce (Douglas)
Isle of Wight Chamber of Commerce (Newport)

Jersey Chamber of Commerce (St Helier)

Kendal and District Incorporated Chamber of Commerce and Manufactures
Kidderminster Chamber of Commerce (Birmingham)
Kirkcaldy and East Fife Chamber of Commerce
Kirklees Chamber of Commerce

Lancaster, Morcambe and District Chamber of Commerce (Lancaster)
Leeds Chamber of Commerce and Industry
Leicester and County Chamber of Commerce and Industry
Leith Chamber of Commerce
Lincoln Chamber of Commerce
London Chamber of Commerce and Industry (and branch issuing offices at Barking and Crawley)
Lowestoft Chamber of Commerce
Luton, Dunstable and District Chamber of Commerce (Luton)

Manchester Chamber of Commerce and Industry
Medway Chamber of Commerce
Merseyside Chamber of Commerce and Industry (Liverpool)

Neath, Briton Ferry and District Chamber of Commerce (Neath)
Newark Chamber of Commerce
* Newhaven and District Chamber of Commerce
Newport and Gwent Chamber of Commerce
North Lindsey Chamber of Commerce
North Staffordshire Chamber of Commerce and Industry
Northampton and County Chamber of Commerce
Northern Ireland Chamber of Commerce and Industry (Belfast)
Norwich Chamber of Commerce
Nottinghamshire Chamber of Commerce and Industry

Oldham and District Chamber of Commerce
Oxford and District Chamber of Commerce

* Does not certify movement certificates.

Paisley Chamber of Commerce and Industry Ltd
Perthshire Chamber of Commerce (Perth)
Plymouth Chamber of Trade and Commerce
Port Talbot Chamber of Commerce and Shipping
Preston and District Chamber of Commerce

Reading Chamber of Commerce and Trade
Rochdale and District Chamber of Commerce
Rotherham and District Chamber of Commerce
Rugby Chamber of Commerce

Sheffield Chamber of Commerce and Manufactures
Slough and District Chamber of Commerce and Industry (branch issuing offices also at London Airport (Heathrow) and High Wycombe)
South of Scotland Chamber of Commerce (Hawick)
Southampton Chamber of Commerce
South East Hampshire Chamber of Commerce and Industry
Southend Chamber of Trade, Commerce and Industry
Stockport Chamber of Commerce and Industry
Swansea Chamber of Commerce and Shipping
Swindon Chamber of Commerce

Telford Chamber of Industry and Commerce Ltd
Teesside and District Chamber of Commerce
Royal Tunbridge Wells Chamber of Trade
Tyne and Wear Chamber of Commerce (Newcastle upon Tyne)

Wakefield District Chamber of Commerce and Industry
Walsall Chamber of Commerce and Industry
Warrington Chamber of Commerce
City of Westminster Chamber of Commerce
Widnes Chamber of Commerce
Wigan and District Chamber of Commerce
Wirral Chamber of Commerce
Wolverhampton Chamber of Commerce and Industry
Worcester Chamber of Commerce

The list previously published, in *Trade and Industry* of 30 July 1976, is hereby cancelled.

Information for exporters

Exporters are informed that foreign customs authorities may refuse certificates of origin other than those issued by organisations designated by the Department of Trade and listed above. Exporters are advised that difficulties may also arise over documents which do no more than authenticate the signature of the declarer (even if the signature of the declarer is later officially authenticated).

Refusal by foreign customs authorities to accept certificates of origin or difficulties arising, for the reasons given above, are almost bound to lead to delay in delivery of the goods concerned, and may in certain circumstances lead to forfeiture of the goods, or in the imposition of financial penalties, or both.

Chambers of commerce seeking designation to issue certificates of origin universally acceptable to foreign customs authorities under the provisions of international conventions should apply in the first instance to the Association of British Chambers of Commerce, 6-14 Dean Farrar Street, London SW1H 0DX, as the ABCC acts as an advisory body to the Department of Trade on these matters.

International copyright conventions

The Copyright (International Conventions) (Amendment no 3) Order 1976 (SI 1976 no 2153) and The Copyright (International Conventions) (Amendment) Order 1977 (SI 1977 no 56) have recently been made. Both orders further amend the Copyright (International Conventions) Order 1972.

The former amendment order which came into operation on 14 January takes account of the attainment of independence by the Bahamas and their accession to the Berne copyright convention and also Guatemala's accession to the international convention for the protection of performers, producers of phonograms and broadcasting organisations. The latter amendment order comes into operation on 23 February and takes account of the accession of the Republic of Surinam to the Berne copyright convention.

Copies of the orders may be obtained from Sales Branch, The Patent Office, Orpington, Kent BR5 3RD, or from any branch of Her Majesty's Stationery Office.

Loans for USSR and Hong Kong backed by ECGD

Loans to finance the purchase of cigarette-making machinery by the USSR and a ship by Hong Kong are being backed by the Export Credits Guarantee Department.

The £6.2 million loan which Lloyds Bank have made available to Vneshtorgbank, the foreign trade bank of the USSR, will help finance a £7.7 million contract for cigarette-manufacturing and packing machinery which Molins of south London will supply to Technoproimport, a state trading organisation. The new machinery will be installed in 19 factories in the USSR and will enable the production of cigarettes packed in 'flip top' packs to more than double.

The £3.6 million loan which National Westminster Bank has made available to Taikoo Navigation Company Ltd of Hong Kong will help finance the purchase of an SD14 cargo vessel from Austin and Pickersgill Ltd of Sunderland. Delivery of the vessel is scheduled for mid-1978.

Disclosure of information about imports

Consideration is being given under section 3 of the Finance Act 1967 to the disclosure of information relating to the import of the following goods:

1977 SITC(R)		Code no.
724.2	Tuner/amplifier/turntable	8515 3282
	Music centres (tuner/amplifier/turntable/cassette)	8515 3421
	Tuner/amplifier/cassette	
	Portable radio recorders (cassette))	

The government is consulting the Association of British Chambers of Commerce, 6-14 Dean Farrar Street, London SW1H 0DX, on this proposal and the association will take into account any views received by importers by 4 March 1977.

Hints to business men booklets

A revised edition of the booklet on United Arab Emirates and the Sultanate of Oman has been published in the *Hints to business men* series. British business men who intend visiting these countries on export business can obtain copies of the booklets from Export Services and Promotions Division, Department of Trade, Room D 05, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757 ext. 7146, or any regional office of the Department of Industry.

Advertisements are accepted for all booklets in the series which covers over 100 countries. Inquiries about advertising should be addressed to Cheiron Press Ltd, 8/10 Parkway, London NW1 7AD, tel. 01-267 1285.

Leicester's successful Tehran mission

A 10-man mission from Leicester and County Chamber of Commerce and Industry, which spent a week in Tehran, has returned with firm orders worth £750,000 and other business in the pipeline which is almost certain to take the value of orders won to more than £1 million.

It was the Leicester chamber's third mission to Tehran and the members all came from the capital goods sector.

Chris Iliffe, the chamber's assistant secretary, who accompanied the mission, said that all the members received business and it was almost certain that the chamber would be going again.

New Aberdeen-Dutch trade association

Following a meeting between Aberdeen businessmen with Dutch trade links and the Netherlands British Chamber of Commerce, a working group is to be set up to establish how to expand and promote the already strong trading connections between Scotland and the Netherlands.

The new association is to be based in Aberdeen because of the city's long-standing trade partnership with the Netherlands, but also because of Aberdeen's importance as a centre for North Sea oil developments. A number of oil-related companies with Dutch connections now operate from Aberdeen and there is a growing Dutch community in the town.

The new trade association is backed by the Netherlands British Chamber of Commerce, which already has branches in London, Manchester and the Hague, and will meet in Aberdeen on 23 February to formalise a committee.

'T & I' index inquiries

Readers wanting to know when articles and items of information were published in *Trade and Industry* should consult the published indexes which are issued free to subscribers. For material published in recent months, inquiries of this kind can be made to the Department of Industry Library's indexing section, tel. 01-215 5842. (Alternative no 01-215 5051.)

Kenyan oilseed investigation

British experts are to help investigate the oilseed industry in Kenya at the request of the Kenya government under technical co-operation arrangements. The investigation will be a joint project with a team comprised of Ministry of Overseas Development, Commonwealth Development Corporation and Kenyan government experts.

The team will inquire into the potential cultivation of oilseeds in Kenya and the production of vegetable oils from them for both home consumption and for export. Edible vegetable oils are used in a number of human food products, animal foodstuffs and industrial processes. Part of the team's work will be concerned with identifying projects suitable for investment by ODM and other donors and by commercial enterprises.

Reading Japanese technical literature

An intensive seven-week course on reading scientific and technical Japanese is being organised by the University of Sheffield's Centre of Japanese Studies.

The university sees the course as particularly suitable for postgraduate students, information officers and research personnel from industry, and specialist librarians. At the moment specialised panels are available for chemistry, electronics, shipbuilding, metallurgy, the food industry, geography and economics. Many more are being prepared.

In seven weeks the average student achieves, the university says, an ability to read and translate Japanese scientific literature on familiar subjects with reference to dictionaries but at a reasonable speed and with reliability. The course is not designed to teach the spoken language.

The teaching method used on this course is unconventional and has resulted from many years of research, which in its last stages has been sponsored by the Office of Scientific and Technical Information, Department of Education and Science, and the Shell Grants Committee.

Further information about the course can be obtained from, the Centre of Japanese Studies, the University of Sheffield, Sheffield S10 2IN, tel. Sheffield (0742) 78555.

Success of Scottish Council trade mission to Iran

Initial reports from Scottish companies who took part in the trade mission which returned from Iran at the end of January show prospects of £4.5 million of export business to Iran and, in the case of one company, longer-term prospects of £500,000 a year over the next three years.

Fourteen companies took part in the 11-day mission which was organised by the Scottish Council (Development and Industry). The trade mission had a dual purpose – first, to help companies already selling to Iran to expand their business through personal contact with customers and agents and, second, to introduce new Scottish companies to a country which expects 17 per cent rate of economic growth this year and enable them to assess at first hand the export opportunities available to them.

Scottish Council mission to Far East

Representatives of 16 Scottish manufacturing companies set off on 6 February for a trade mission to Hong Kong and Japan. The mission, organised by the Scottish Council, is the second of its 1977 programme.

The group is spending a week in Hong Kong followed by 10 days (from 13 to 23 February) in Japan. The visit to Japan will be the seventh arranged by the Scottish Council to that country in recent years.

The mission will be led by Mr C. R. Norwell of Robert Mackie and Co (Knitwear) Ltd and Scottish products represented range from textiles to sophisticated electronics and include a wide range of consumer goods, engineering products and chemicals.

Food exporting course

A one-day course on food exporting is being organised by Mr F. O. Marsh of Frozen Food Link. The course, Mr Marsh says, is designed for owners and top executives of companies in all sectors of the food industry.

The course is normally held during the working week although arrangements can be made to hold it at times and on days convenient to the client.

The first part of the course is concerned with locating and collecting relevant background information on which a credible export policy can be based. The second part deals with the practical steps which need to be taken to obtain profitable export business.

Further information on the course should be obtained direct from Mr F. O. Marsh, Frozen Food Link, 53a Rutland Gate, London SW7 1PL, tel. 01-589 7187.

A **Trade and Industry** quarterly guide February 1977

BOTB

trade promotions guide

JBA

offers a complete exhibition service

James Brewster Associates (JBA) was formed some five years ago by a group of people whose experience in the exhibition business totals more than 50 years. JBA's aim was to offer a complete exhibition and conference organising and consultancy service to governments, federations, associations and other similar international bodies.

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- Assistance in the organisation, on behalf of the Brazilian Government, of Brasil Export, a 30,000 square metre exhibition that took place in Brussels ; Brazilian participation in the exhibition at the American Society of Travel Agents conference in Montreal ; a five-day seminar on Investments in Brazil held in Salzburg.
- JBA also operates on behalf of US organisers bringing solely American exhibitions and conferences to the UK, Western and Eastern European countries.
- Currently JBA is working in association with Industrial and Trade Fairs Limited on behalf of HMG on the staging and promotion of the British Industrial Exhibition to be held in Venezuela in March 1977.

Call us now for more information – or for expert advice on any aspect of our international exhibition service

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ENCIRCLE TI 1 ON PAGE 31 FOR FURTHER INFORMATION

trade promotions guide

A **Trade and Industry** quarterly guide. Published with the 11 February 1977 issue.

Editorial
Trade and Industry, Room 439, 1 Victoria Street, London SW1H 0ET
01-215 5730

Advertising
T. G. Scott & Son Ltd, 1 Clement's Inn, London WC2A 2ED

1 OVERSEAS FAIRS AND SYMPOSIA

where BOTB support is planned or under consideration
page 2

Further information about individual events can be obtained from the trade association or the BOTB contact (01-248 5757) whose name and telephone extension is given against the event.

The cut-off date at the end of each entry indicates the closing date for applications for BOTB support.

2 STORE PROMOTIONS

where BOTB support is planned or under consideration
page 13

GENERAL INQUIRIES ON BOTB SUPPORT

Fairs and Promotions Branch, Department of Trade, Hillgate House, 26 Old Bailey, London EC4M 7HU, **01-248 5757**
Trade fairs ext 7051
Store promotions ext 7183
British Export Marketing Centre, Tokyo, ext 7104 or 7317
Outward missions and symposia ext 306
Special Export Services Branch, Export Services and Promotions Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU, **01-248 5757**
Inward missions ext 463

3 MISSIONS

where BOTB support is planned or under consideration
page 13

Further information on individual outward missions can be obtained from the trade association or the BOTB Fairs and Promotions Branch contact named against the event. Information on inward missions can be obtained from Miss G. M. Stannard (01-248 5757 ext 463).

For outward missions the cut-off date at the end of each entry indicates the closing date for applications for BOTB support.

4 OTHER OVERSEAS FAIRS

This section covers overseas fairs not listed in section 1. It is sub-divided into fairs in Europe and outside Europe.
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5 UK FAIRS

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General 2, 18, 25, 28

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Chemicals and allied industries, including plastics 3, 19, 25, 28

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Display and shop equipment 4, 19, 29

Engineering, electrical and electronic, including radio and television 4, 20, 26, 29

Engineering, other 4, 20, 26, 29

Foodstuffs, food machinery, hotel and catering equipment 6, 20, 26, 29

Footwear 6, 20, 26, 29

Furniture, furnishings, household equipment and hardware 6, 20, 26, 29

Gas and oil extraction and distribution including offshore activities 7, 26

Handicrafts 29

Heating and ventilating 8, 20

Horticulture and horticultural equipment 8, 22, 29

Hospital, medical, surgical and dental equipment 8, 22, 26

Jewellery and giftware 8, 22, 27, 29

Laundry and allied services 8, 22, 27

Leather, leather goods and fur 8, 22, 27, 29

Motor vehicles, motor cycles and cycles 8, 22, 27, 29

Music and musical instruments 9, 22, 27

Office machinery and equipment 9, 22, 27, 29

Packaging machinery and materials, including containers 9, 23, 27, 29

Photographic equipment 9, 23

Pottery and glassware 9, 23

Printing, stationery and printing machinery 9, 23

Scientific instruments and nuclear equipment 9, 23, 27, 30

Ships and boats 10, 24, 27, 30

Sports goods and camping equipment including caravans 10, 24, 27, 30

Textiles and textiles machinery 10, 24, 27, 30

Toys and games 10, 24

Watches and clocks 11, 24, 30

Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment 11, 24, 27, 30

Other specialised fairs 11, 24, 28, 30

1

OVERSEAS FAIRS AND SYMPOSIA

where BOTB support is planned or under consideration

General fairs

1977

FRANKFURT: International Trade Fair (Spring). 27 February-3 March 1977. Joint venture with:
Association of Musical Instrument Industries.
Piano Manufacturers' Association.
UK Cutlery and Silverware Manufacturers' Association.
British Ceramic Manufacturers' Federation.
British Artmetal Manufacturers' Export Group.
Design Council.
British Jewellery and Giftware Federation.
British Stationery and Office Products Federation.
Miss S. J. Parkes ext. 690. Cut off date passed.

CAIRO: International Fair. 17-31 March 1977. The Department of Trade will organise a British Pavilion. P. G. H. Robinson ext. 7314. Cut off date passed.

LEIPZIG: International Spring Fair 1977. 13-20 March 1977. Joint ventures with:
Scientific Instrument Manufacturers' Association.
Birmingham Chamber of Commerce and Information Stand.
L. Devine ext. 7213. Cut off date passed.

CARACAS: British Industrial Exhibition. 15-24 March 1977. Miss A. Woodward ext. 7011. Cut off date not yet arranged.

HANOVER: Hanover Fair. 20-28 April 1977. Official information office and joint ventures with:
Birmingham Engineering and Building Centre.
Business Equipment Trade Association.
Birmingham Chamber of Commerce and Industry.
Association of Hydraulic Equipment Manufacturers.
British Compressed Air Society
British Electrical and Allied Manufacturers' Association.
Lighting Industry Federation.
Electronic Components Centre.
Sira Institute.
P. F. Aitken ext. 7080. Cut off date passed.

BUDAPEST: International Spring Fair. 18-26 May 1977. The Department of Trade will organise a British Pavilion at this event. W. M. McKinnon ext. 604. Cut off date passed.

LISBON: International Fair (FIL). 27 May-7 June 1977. Joint venture with Birmingham Engineering and Building Centre. Miss L. M. O'Brien ext. 7092. Cut off date passed.

TEL AVIV: International Trade Fair (Capital Goods) (Technology '77). 8-15 June 1977. The Department of Trade may organise a British Pavilion at this event. Miss H. G. Goldberg ext. 325. Cut off date passed.

POZNAN: International Technical Goods Fair. 12-21 June 1977. The Department of Trade will organise a British Pavilion at this event. M. Dempsey ext. 7246. Cut off date passed.

AUCKLAND: New Zealand International Trade Fair. 19-27 August 1977. The Department of Trade will organise a British Pavilion at this event. Mrs W. M. MacIver ext. 7093. Cut off date passed.

FRANKFURT: International Trade Fair (Autumn). 28-31 August 1977. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

PLOVDIV: International Trade Fair. 3-10 September 1977. The Department of Trade will organise a British Pavilion at this event. W. M. McKinnon ext. 604. Cut off date 25.2.77.

LEIPZIG: International Autumn Fair. 4-11 September 1977. The Department of Trade will organise a Trade Information Stand. L. Devine ext. 7213. Cut off date not yet arranged.

TEHRAN: 5th International Trade Fair. 19 September-1 October 1977. The Department of Trade may organise a British Pavilion. G. A. Casburn ext. 602. Cut off date 1.4.77.

ALGIERS: International Trade Fair. 21 September-7 October 1977. The Department of Trade may organise a British Pavilion. G. A. Casburn ext. 602. Cut off date 1.4.77.

BAGHDAD: International Fair. 1-15 October 1977. The Department of Trade may organise a British Pavilion. P. G. H. Robinson ext. 7314. Cut off date 18.3.77.

BUCHAREST: International Technical Exhibition (Technoexpo). 15-24 October 1977. The Department of Trade will organise a British Pavilion at this event. W. M. McKinnon ext. 604. Cut off date 25.3.77.

1978

FRANKFURT: International Trade Fair (Spring). February 1978. Joint ventures with appropriate trade associations. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

HONG KONG: British Industrial Exhibition. 6-11 March 1978. S. F. Morris ext. 360. Cut off date 15.7.77.

LEIPZIG: International Spring Fair. 12-19 March 1978. Joint ventures with appropriate trade associations. L. Devine ext. 7213. Cut off date not yet arranged.

CAIRO: International Fair. March 1978. The Department of Trade may organise a British Pavilion. P. G. H. Robinson ext. 7314. Cut off date not yet arranged.

HANOVER: Hanover Fair. 19-27 April 1978. Joint ventures with appropriate trade associations and official information office. P. F. Aitken ext. 7080. Cut off date not yet arranged.

BUDAPEST: International Spring Fair. May 1978. The Department of Trade may organise a British Pavilion at this event. W. M. McKinnon ext. 604. Cut off date not yet arranged.

POZNAN: International Technical Goods Fair. June 1978. The Department of Trade may organise a British Pavilion at this event. M. Dempsey ext. 7246. Cut off date not yet arranged.

LISBON: International Fair (FIL). June 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date 15.12.77.

FRANKFURT: International Trade Fair (Autumn). August 1978. Joint ventures with appropriate trade associations. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

LEIPZIG: International Autumn Fair. 3-10 September 1978. Joint ventures with appropriate trade associations. L. Devine ext. 7213. Cut off date not yet arranged.

HELSINKI: International Trade Fair, Consumer Goods. September 1978. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

TEHRAN: International Trade Fair. September 1978. The Department of Trade may organise a British Pavilion. G. A. Casburn ext. 602. Cut off date not yet arranged.

Agriculture, forestry, fishing and agricultural machinery

1977

PARIS: 48th International Agricultural Machinery Exhibition (SIMA). 6-13 March 1977. Joint venture with Agricultural Engineers' Association. R. E. Newton ext. 7205. Cut off date passed.

PARIS: International Agricultural Exhibition. 6-13 March 1977. Joint venture with British Agricultural Export Council. Miss L. A. Cape ext. 7211. Cut off date passed.

ZARAGOZA: International Agricultural Machinery Fair. 26 March-3 April 1977. Official information stand manned by representatives of the British Embassy. Miss L. M. O'Brien ext. 7092.

REGGIO EMILIA: Pig Fair. 28 April-1 May 1977. Joint venture with National Pig Breeders' Association. Miss H. Goldberg ext. 325. Cut off date passed.

HANOVER: International Trade Fair for Machinery and Equipment for the Wood Industry (LIGNA). 15-24 May 1977. Joint venture with the Machine Tool Trade Association. Miss H. A. V. Smith ext. 7201. Cut off date passed.

HANOVER: International Exhibition of Poultry and Pig Production. 22-25 June 1977. Joint venture with British Agricultural Export Council. Miss H. A. V. Smith ext. 7201. Cut off date passed.

TEHRAN: International Agriculture, Water and Food Fair. 28 October-4 November 1977. Joint venture with British Agricultural Export Council. G. A. Casburn ext. 602. Cut off date 25.2.77.

SEATTLE: Commercial Fishing Exhibition. November 1977. Joint venture with Westminster Chamber of Commerce. Miss K. M. Thorogood ext. 7094. Cut off date 1.5.77.

1978

HARRISBURG: Pennsylvania Farm Show. January 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date July 1977.

TORONTO: Canada Farm Show. February 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date August 1977.

LOUISVILLE: National Farm Machinery Show. February 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date August 1977.

PARIS: 49th International Agricultural Machinery Exhibition (SIMA). March 1978. Joint venture with appropriate trade association. R. E. Newton ext. 7205. Cut off date not yet arranged.

PARIS: International Agricultural Exhibition. March 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

VERONA: International Agricultural Fair. March 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 325. Cut off date 1.9.77.

FRANKFURT: International Agricultural Exhibition (DLG). 28 April-4 May 1978. Joint ventures with appropriate trade associations. Miss H. A. V. Smith ext. 7201. Cut off date not yet known.

ZARAGOZA: International Agricultural Machinery Fair. April 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date 1.10.77.

REGGIA EMILIA: Pig Fair. April/May 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 325. Cut off date 1.10.77.

FOGGIA: Agricultural Fair. April/May 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 325. Cut off date 30.9.77.

PARIS: International Dairy Equipment Exhibition. 26-30 June 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

Aircraft and aeronautical equipment

1977

PARIS: 32nd International Aeronautics and Space Exhibition. 2-12 June 1977. Joint venture with the Society of British Aerospace Companies Ltd. R. E. Newton ext. 7205. Cut off date passed.

VIENNA: International Airport Construction and Equipment Exhibition. 7-10 September 1977. Joint venture with London Chamber of Commerce. Miss H. Goldberg ext. 325. Cut off date 28.2.77.

BOTB contact

01-248 5757

Name and telephone extension given against each event.

1978

TOKYO: British Export Marketing Centre—Aerospace Equipment Exhibition. 16-20 May 1978. Sponsored by Society of British Aerospace Companies (P. Kidson 01-834 3231). FPB contact S. F. Morris ext. 360. Cut off date 15.7.77.

Books and periodicals

1977

BRUSSELS: International Book Fair. 12-20 March 1977. Joint venture with Book Development Council. Miss L. M. O'Brien ext. 7092. Cut off date passed.

BOLOGNA: International Book Fair for Children and Youth. 1-4 April 1977. Joint venture with Book Development Council. Miss H. Goldberg ext. 325. Cut off date passed.

SAN FRANCISCO: Annual Convention and Exhibition of the American Booksellers' Association. 28-31 May 1977. Joint venture with Book Development Council. M. J. Low ext. 7204. Cut off date passed.

WARSAW: International Book Fair. May 1977. Joint venture with Book Development Council. M. Dempsey ext. 7246. Cut off date not yet arranged.

NEW YORK: Special Libraries Association Congress. 5-9 June 1977. Joint venture with Association of Learned and Professional Society Publishers. Miss M. Thorogood ext. 7094. Cut off date passed.

FRANKFURT: International Book Fair. 13-18 October 1977. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

1978

CAIRO: International Book Fair. January/February 1978. Joint venture with Book Development Council. P. G. H. Robinson ext. 7314. Cut off date not yet arranged.

BRUSSELS: International Book Fair. March 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date 1.11.77.

BOLOGNA: International Book Fair for Children and Youth. April 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 325. Cut off date 1.11.77.

CHICAGO: Annual Convention and Exhibition of the American Booksellers' Association. June 1978. Joint venture with appropriate trade association. M. J. Low ext. 7204. Cut off date not yet arranged.

USA. Special Libraries Association Congress. June 1978. Joint venture with appropriate trade association. Miss K. M. Thorogood ext. 7094. Cut off date December 1977.

FRANKFURT: International Book Fair. September/October 1978. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

Building, public works and construction equipment

1977

BRUSSELS: International Building Materials and Accessories Exhibition (Batibouw). 11-20 February 1977. Joint venture with Building Materials Export Group. Miss L. M. O'Brien ext. 7092. Cut off date passed.

COPENHAGEN: Building for Billions. 19-27 February 1977. Joint venture with Building Materials Export Group. T. G. Webb ext. 7207. Cut off date passed.

MUNICH: International Construction Machinery Fair (BAUMA). 10-16 March 1977. Joint venture with:
Federation of Manufacturers of Construction Equipment and Cranes.
British Internal Combustion Engine Manufacturers' Association.
Miss H. A. V. Smith ext. 7201. Cut off date passed.

TEHRAN: International Construction Fair. 29 April-6 May 1977. Joint venture with Building Materials Export Group. G. A. Casburn ext. 602. Cut off date passed.

STUTTGART: International Shutter and Blinds Fair (R77). 9-12 June 1977. Joint venture with Birmingham Engineering and Building Centre Ltd. Miss H. A. V. Smith ext. 7201. Cut off date passed.

SINGAPORE: International Materials Handling and Construction Machinery Exhibition (IMAC '77). 5-9 October 1977. Joint venture with Birmingham Engineering and Building Centre Ltd. P. A. Greig ext. 7099. Cut off date 21.2.77.

PARIS: International Building Exhibition (Batimat). 24 November-4 December 1977. Joint venture with:
Building Materials Export Group.
British Carpet Manufacturers' Association.
Miss L. A. Cape ext. 7211. Cut off date passed.

TOKYO: British Export Marketing Centre – Building Materials Exhibition. 29 November-3 December 1977. Sponsored by the Building Centre Group (D. Clayton 01-637 1022). FPB contact S. F. Morris ext. 360. Cut off date passed.

1978

HANOVER: International Building Supplies Exhibition (Constructa). 15-22 February 1978. Joint venture with Building Materials Export Group. Miss H. A. V. Smith ext. 7201. Cut off date 4.3.77.

BRUSSELS: International Building Materials and Accessories Exhibition (Batibouw) and European Heating, Air Conditioning and Ventilating Exhibition (Euroclima). February 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date 30.6.77.

PARIS: 11th International Public Works and Building Equipment Exhibition (Expomat). May 1978. Joint venture with appropriate trade association. R. E. Newton ext. 7205. Cut off date not yet arranged.

TEHRAN: International Construction Fair. 20-26 June 1978. Joint venture with appropriate trade association. G. A. Casburn ext. 602. Cut off date not yet arranged.

Chemicals and allied industries, including plastics

1977

Houston: Aiche Petrochemical and Refining Exhibition. 21-24 March 1977. Joint venture with Council of British Manufacturers of Petroleum Equipment (CBMPE). M. D. Seymour ext. 265. Cut off date passed.

COPENHAGEN: International Biochemical Congress. 15-19 August 1977. Joint venture with the British Laboratory Ware Association Ltd. T. G. Webb ext. 7207. Cut off date passed.

MOSCOW: The 4th International Exhibition (Chemistry) (Khimiya '77). 1-15 September 1977. The Department of Trade will organise a British Pavilion at this event. L. Devine ext. 7213. Cut off date 4.2.77.

TOKYO: Chemical Plant Engineering Exhibition. 26-30 September 1977. Joint venture with London Chamber of Commerce. R. King ext. 7317. Cut off date 11.3.77.

1978

TOKYO: British Export Marketing Centre – Plastic and Rubber Technology Exhibition. 11-15 April 1978. Sponsored by British Plastics Federation (D. Brown 01-734 2041). FPB contact R. King ext. 7317. Cut off date 17.6.77.

MUNICH: International Trade Exhibition and Congress for Biochemical Analysis (Analytica). April 1978. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

ZAGREB: 9th International Plastics Fair (Plastex). April 1978. Joint venture with appropriate trade association. R. E. Newton ext. 7205. Cut off date not yet arranged.

TORONTO: Plastics Show of Canada. 5-9 June 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date August 1977.

PARIS: International Plastics and Rubber Exhibition (Europlastique). 13-21 June 1978. Joint venture with appropriate trade association. R. E. Newton ext. 7205. Cut off date not yet arranged.

GOTHENBURG: International Chemical Trade Fair (KEMI '78). 7-10 November 1978. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

TOKYO: International Plastics Fair. November 1978. Joint venture with appropriate trade association. R. King ext. 7317. Cut off date not yet arranged.

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PRAQUE / TEHRAN / UTRECHT / VARNA
VIENNA / WARSAW.

BMT

**ENCIRCLE TI 6 ON PAGE 31
FOR FURTHER INFORMATION**

1 OVERSEAS FAIRS AND SYMPOSIA

where BOTB support is planned or under consideration

Clothing

1977

NEW YORK: European Fashion Fair. 6-9 March 1977. Joint venture with British Knitting Export Council. J. E. Henderson ext. 318. Cut off date passed.

COPENHAGEN: International Fashion Fair. 17-20 March 1977. Joint venture with Clothing Export Council. T. G. Webb ext. 7207. Cut off date passed.

PARIS: International Exhibition of Women's Ready to Wear Clothing (Pret-a-Porter). 26-30 March 1977. Joint venture with Clothing Export Council. R. E. Newton ext. 7205. Cut off date passed.

NEW YORK: National Association of Men's Sportswear Buyer's Show (NAMSB). 27-30 March 1977. Joint venture with Clothing Export Council. J. E. Henderson ext. 318. Cut off date passed.

MUNICH: International Fashion Week. 13-17 April 1977. Joint venture with Clothing Export Council. P. F. Aitken ext. 7080. Cut off date passed.

DUSSELDORF: International Fashion Fair (IGEDO). 24-28 April 1977. Joint venture with Clothing Export Council. Mrs C. Miller ext. 7203. Cut off date passed.

COLOGNE: International Men's Fashion Week. 21-23 August 1977. Joint venture with appropriate trade association. A. S. Rees ext. 7045. Cut off date not yet arranged.

PARIS: European Menswear Exhibition (Autumn Session) (SSHM). 10-13 September 1977. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

DUSSELDORF: International Fashion Trade Fair (Igedo Dessous). 11-14 September 1977. Joint venture with Clothing Export Council. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

COPENHAGEN: International Fashion Fair. 15-18 September 1977. Joint venture with Clothing Export Council. T. G. Webb ext. 7207. Cut off date not yet arranged.

NEW YORK: European Fashion Fair. 25-28 September 1977. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

PARIS: Children's Fashionwear Exhibition. September 1977. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

MUNICH: International Fashion Week. 2-6 October 1977. Joint venture with appropriate trade association. P. F. Aitken ext. 7080. Cut off date not yet arranged.

COLOGNE: International Fair for the Child. 7-9 October 1977. Joint venture with appropriate trade association. A. S. Rees ext. 7045. Cut off date not yet arranged.

NEW YORK: National Association of Men's Sportswear Buyer's Show (NAMSB). 16-19 October 1977. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

PARIS: International Exhibition of Women's Ready-to-Wear Clothing (Pret-a-Porter). 22-26 October 1977. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

DUSSELDORF: International Fashion Trade Fair (IGEDO). 23-27 October 1977. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

1978

PARIS: Knitting Industries Exhibition. February 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

PARIS: European Menswear Exhibition (SEHM). February 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

PARIS: Children's Fashionwear Exhibition. February 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

NEW YORK: European Fashion Fair. 5-8 March 1978. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

COPENHAGEN: 25th Scandinavian Fashion Week. 16-19 March 1978. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

PARIS: International Exhibition of Women's Ready-to-Wear Clothing (Pret-a-Porter). March 1978. Joint venture with appropriate trade association. R. E. Newton ext. 7205. Cut off date not yet arranged.

MUNICH: International Fashion Week. 2-6 April 1978. Joint venture with appropriate trade association. P. F. Aitken ext. 7080. Cut off date not yet arranged.

BRNO: International Consumer Goods Fair. April 1978. Joint venture with appropriate trade association. M. Dempsey ext. 7246. Cut off date not yet arranged.

DUSSELDORF: International Fashion Fair (IGEDO). April 1978. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

COLOGNE: International Men's Fashion Week. August 1978. Joint venture with appropriate trade association. A. S. Rees ext. 7045. Cut off date not yet arranged.

DUSSELDORF: International Fashion Trade Fair (Igedo Dessous). 11-14 September 1978. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

PARIS: European Menswear Exhibition (Autumn Session) (SEHM). September 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

PARIS: Children's Fashionwear Exhibition. September 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

DUSSELDORF: International Fashion Trade Fair (IGEDO). October 1978. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

Display and shop equipment

1978

DUSSELDORF: 5th European Fair Modern Shopfitting and Display with Congress (Euroshop). 7-11 April 1978. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

Engineering, electrical and electronic, including radio and television

1977

ANAHEIM: National Electronic Packaging and Production Conference and Exhibition. 1-3 March 1977. Joint venture with the Westminster Chamber of Commerce. F. J. Cooleen ext. 7097. Cut off date passed.

PARIS: Audio-Engineering Society Convention and Exhibition. 1-4 March 1977. Joint venture with Association of Professional Recording Studios. Miss L. A. Cape ext. 7211. Cut off date passed.

WASHINGTON: National Association of Broadcasters' Convention and Exhibition. 27-30 March 1977. Joint venture with the Electronic Engineers' Association. Miss F. J. Cooleen ext. 7097. Cut off date passed.

PARIS: Exhibition of Electronic Components. 31 March-6 April 1977. Joint venture with the Electronic Components Board. Miss L. A. Cape ext. 7211. Cut off date passed.

NEW YORK: Institute of Electrical and Electronic Engineers. 19-21 April 1977. Joint venture with the Electronic Engineering Association. Miss F. J. Cooleen ext. 7097. Cut off date passed.

CANNES: International Television Programme Market (MIP-TV). 22-28 April 1977. Joint venture with the Film Production Association of Great Britain. R. E. Newton ext. 7205. Cut off date passed.

BRUSSELS: Computer Peripheral, Small Computer and Systems Exhibition (Compec). 10-12 May 1977. Joint venture with London Chamber of Commerce and Industry. Miss L. M. O'Brien ext. 7092. Cut off date passed.

MONTREUX: International Television Equipment Exhibition. 3-9 June 1977. Joint venture with Electronic Engineering Association. Miss L. M. O'Brien ext. 7092. Cut off date passed.

CHICAGO: Summer Consumer Electronics Show. 5-8 June 1977. Joint venture with the Federation of British Audio. J. W. Coupar ext. 7242. Cut off date passed.

MOSCOW: 2nd International Exhibition of Electrotechnical Equipment and Power Transmission Lines (Elektro '77). 9-23 June 1977. Joint venture with British Electrical and Allied Manufacturers' Association. L. Devine ext. 7213. Cut off date passed.

DALLAS: National Computer Conference. 13-16 June 1977. Joint venture with Business Equipment Trade Association. M. D. Seymour ext. 265. Cut off date passed.

MANILLA: Beama Conference. 27-30 June 1977. Symposium sponsored by British Electrical and Allied Manufacturers' Association Ltd. P. A. Grieg ext. 7099. Cut off date 15.3.77.

SAN FRANCISCO: Western Electronic Show and Convention (Wescon). 20-23 September 1977. Joint venture with Electronic Engineering Association. Miss F. J. Cooleen ext. 7097. Cut off date 22.4.77.

ATLANTA: Intelcom '77 (International Telecommunications Exposition). 10-14 October 1977. Joint venture with the Electronic Engineering Association. Miss F. J. Cooleen ext. 7097. Cut off date 18.2.77.

VIENNA: Internepson (Bienna '77). 9-12 November 1977. Joint venture with Westminster Chamber of Commerce. Miss H. Goldberg ext. 325. Cut off date 10.6.77.

MUNICH: Exhibition and Congress for Electronics Production (Productronica). 22-26 November 1977. Joint venture with SIRA Institute Ltd. Miss S. J. Parkes ext. 690. Cut off date 28.2.77.

1978

USA: National Computer Conference. 1978. Joint venture with appropriate trade association. M. D. Seymour ext. 265. Cut off date not yet arranged.

PARIS: 13th International Lighting Exhibition. January 1978. Joint venture with appropriate trade association. R. E. Newton ext. 7205. Cut off date 1.6.77.

ANAHEIM: National Electronic Packaging and Production Conference and Exhibition. March 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date July 1977.

USA: Institute of Electrical and Electronic Engineering (Electro). March 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date not yet arranged.

USA: National Association of Broadcasters' Convention and Exhibition. March 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date not yet arranged.

STOCKHOLM: International Instruments and Measurements Techniques Trade Fair (IM). 24-28 April 1978. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

PARIS: Exhibition of Electronic Components. April 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

CANNES: International Television Programme Market (MIP-TV). April 1978. Joint venture with appropriate trade association. R. E. Newton ext. 7205. Cut off date not yet arranged.

CHICAGO: Summer Consumer Electronics Show. April 1978. Joint venture with appropriate trade association. J. W. Coupar ext. 7242. Cut off date not yet arranged.

DUSSELDORF: Fourth International Hi-Fi Exhibition. 18-24 September 1978. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut ffo date not yet arranged.

SAN FRANCISCO: Western Electronic Show and Convention (Wescon). September 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date April 1977.

COPENHAGEN: Electronik '78. October 1978. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

MUNICH: International Trade Fair for Production in the Electronic Industry (Electronica). November 1978. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 690. Cut off date 28.2.77.

MILAN: Instrumentation and Automation Exhibition (BIAS). November 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 325. Cut off date 15.2.78.

Engineering, other

1977

LOS ANGELES: Western Metal and Tool Exposition (Westec). 14-17 March 1977. Joint venture with Machine Tool Trades Association. M. D. Seymour ext. 265. Cut off date passed.

PHILADELPHIA: Gas Turbine Conference and Products Show. 27-31 March 1977. Joint venture with British Electrical and Allied Manufacturers' Association. Miss F. J. Cooleen ext. 7097. Cut off date passed.

CHICAGO: Design Engineering Show and Conference. 9-12 May 1977. Joint venture with London Chamber of Commerce. M. D. Seymour ext. 265. Cut off date passed.

CHICAGO: Plant Engineering and Maintenance Show. 9-12 May 1977. Joint venture with London Chamber of Commerce. M. D. Seymour ext. 265. Cut off date passed.

HANOVER: International Trade Fair for Machinery and Equipment for the Wood Industry (LIGNA). 15-24 May 1977. Joint venture with the Machine Tool Trades Association. Miss H. A. V. Smith ext. 7201. Cut off date passed.

TORONTO: National Industrial Production and Machine Tool Show. 16-20 May 1977. Joint ventures with:
Gauge and Toolmakers' Association.
Birmingham Chamber of Commerce.
M. D. Seymour ext. 265. Cut off date passed.

PARIS: 6th International Hydraulics and Compress Air Exhibition (Mecanelem). 20-25 June 1977. Joint venture with the Association of Hydraulic Equipment Manufacturers Ltd. R. E. Newton ext. 7205. Cut off date passed.

MELBOURNE: International Engineering Exhibition. 25-30 July 1977. The Department of Trade will organise a British Pavilion at this event. Mrs W. M. MacIver ext. 7093. Cut off date passed.

MUNICH: International Exhibition of Brewery and Beverage Machinery (Interbrau). 9-16 September 1977. Joint venture with:
Process Plant Association.
Allied Brewery Traders' Association.
Miss H. A. V. Smith ext. 7201. Cut off date passed.

BRNO: International Engineering Fair. 14-22 September 1977. Joint venture with:
Birmingham Chamber of Industry.
Machine Tool Trades Association.
Scientific Instrument Manufacturers' Association.
Federation of Manufacturers of Construction Equipment and Cranes.
M. J. Dempsey ext. 7246. Cut off date passed.

HELSINKI: International Technical Fair. 20-24 September 1977. Joint ventures with:
Birmingham Chamber of Industry and Commerce.
Institute of Packaging.
T. G. Webb ext. 7207. Cut off date passed.

HANOVER: International Machine Tool Exhibition (EMO). 20-29 September 1977. Joint venture with the Machine Tool Trades Association. Miss H. A. V. Smith ext. 7201. Cut off date passed.

ESSEN: Welding and Cutting Exhibition. 21-28 September 1977. Joint venture with British Electrical and Allied Manufacturers' Association. P. F. Aitken ext. 7080. Cut off date passed.

TOKYO: British Export Marketing Centre – Engineers' Small Tools and Hand Tools Exhibition. 27 September-1 October 1977. Sponsored by the Federation of British Hand Tool Manufacturers (W. M. Eccles 0742-663084). FPB contact R. King ext. 7317. Cut off date passed.

SINGAPORE: International Materials Handling and Construction Machinery Exhibition (IMAC '77). 5-9 October 1977. Joint venture with Birmingham Engineering and Building Centre Ltd. P. A. Greig ext. 7099. Cut off date 21.2.77.

STOCKHOLM: International Technical Fair. 6-12 October 1977. Joint venture with Engineering Industries Association. T. G. Webb ext. 7207. Cut off date 7.4.77.

JOHANNESBURG: Machine Tools and Production Engineers' Exhibition. 17-21 October 1977. Joint venture with:
Engineering Industries Association.
S. J. Seaman ext. 571. Cut off date 27.2.77.

CHICAGO: Hydraulics and Pneumatics Show. 25-27 October 1977. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date May 1977.

SINGAPORE: South-East Asian Production Machinery and Industrial Development Show (Machine Asia). 7-11 November 1977. Department of Trade will organise a British Pavilion. P. A. Greig ext. 7099. Cut off date passed.

ZURICH: International Trade Fair for High Precision Techniques, Dimensional Measurement and Control (Microtecnic). 14-19 November 1977. Joint venture with the Gauge and Tool Makers' Association. Miss L. M. O'Brien ext. 7092. Cut off date 17.1.77.

1978

USA: Design Engineering Show and Conference. 1978. Joint venture with appropriate trade association. M. D. Seymour ext. 265. Cut off date not yet arranged.

USA: Plant Engineering and Maintenance Show. 1978. Joint venture with appropriate trade association. M. D. Seymour ext. 265. Cut off date not yet arranged.

LOS ANGELES: Western Metal and Tool Exposition (Westec). March 1978. Joint venture with appropriate trade association. M. D. Seymour ext. 265. Cut off date not yet arranged.

ZAGREB: 7th International Fair of Transport, Communications and Mechanical Handling. April 1978. Joint venture with appropriate trade association. R. E. Newton ext. 7205. Cut off date not yet arranged.

AMSTERDAM: International Exhibition for Traffic Engineering (Intertraffic). May 1978. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

BRUSSELS: International Industrial Equipment Exhibition. May 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date 1.9.77.

BASLE: International Wire Exhibition. June 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date 30.6.77.

MILAN: International Exhibition of Hydraulic Pneumatic and Lubricating Apparatus (FLUID). June 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 325. Cut off date 31.10.77.

MOSCOW: Organisation and Equipment for Technical Service and Repair of Cars (Autoservis '78). June/July 1978. Joint venture with appropriate trade association. L. Devine ext. 7213. Cut off date not yet arranged.

BASLE: International Exhibition of Laboratory, Chemical Engineering, Measurement and Automation Techniques in Chemistry (ILMAC). 27 September-1 October 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date 15.11.77.

OSAKA: Japan International Machine Tool Fair. November 1978. Joint venture with appropriate trade association. S. F. Morris ext. 360. Cut off date not yet arranged.

ZURICH: International Sheet Metal Exhibition and Conference. November 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date 20.2.78.

ZURICH: International Hydraulics and Pneumatic Exhibition. November 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date 15.3.78.

How the British Overseas Trade Board can help you promote your goods overseas

Under the direction of the British Overseas Trade Board's Export Services and Promotions Division, the Department of Trade supports British firms at trade promotions overseas through its Fairs and Promotions Branch.

In 1976, the British Overseas Trade Board supported some 7,300 firms exhibiting at 352 trade fairs in 50 countries, and 27 store promotions. In 1976, 236 outward missions were supported and some 2,900 firms were helped in that way.

Joint ventures
Under its joint venture scheme the BOTB provides space and a shell stand for each firm taking part in a group display sponsored by a trade association or other non profit-making body at an overseas trade fair. In addition, for joint ventures held outside western Europe, the BOTB pays half the return tourist air fares of two representatives from each firm manning their stand for the duration of the event and half the freight charges for returning unsold goods exhibited at the event. Firms taking part in a joint venture display will be charged £6 per sq m of space and shell stand occupied.

British pavilions
At some overseas trade fairs, usually those where participation is organised on a national basis, the BOTB organises British pavilions. Space and shell stands are provided to participating firms at attractive rates. Firms taking space in a British pavilion, provided the event is held outside western Europe, are also eligible for assistance similar to that given under the joint venture scheme towards the costs of representatives' travel and of returning unsold exhibits.

Symposia
In certain circumstances British firms taking part in symposia organised in association with a trade association may be given support.

Information stands
At the more important trade fairs, especially in western Europe, the BOTB provides an official information stand staffed by diplomatic service commercial officers. Apart from dealing with commercial inquiries, these Information Stands serve as a focal point for British firms exhibiting at the event either directly or through local agents.

British Export Marketing Centre, Tokyo (see also page 22)
Up to 10 official export promotions and trade exhibitions will be held each year in the British Export Marketing Centre in Tokyo. These will be arranged in conjunction with a trade association. In addition the centre is available to British companies or their agents in Japan for mounting individual product exhibitions or promotions.

Store promotions
Promotions of British goods involving a substantial volume of new buying are put on by overseas department stores. The BOTB assists the store by providing an agreed contribution towards the store's promotional expenses.

Outward missions
Trade missions to overseas markets are sponsored by a trade association, chamber of commerce or similar non profit-making body. Their purpose is to assess the prospects for British exports in selected markets or to sell or to promote the sale of British products. For approved outward missions the BOTB contributes towards the costs of each participant according to a fixed scale.

Inward missions
The BOTB through the Special Export Services Branch offers financial assistance to trade associations and other non profit-making bodies sponsoring visits to Britain by groups of overseas businessmen wishing to purchase British products or assess the latest developments in British industry.

1 OVERSEAS FAIRS AND SYMPOSIA

where BOTB support is planned or under consideration

DUSSELDORF: 3rd International Trade Exhibition for Industrial Furnaces and Thermic Production Presses (Thermprocess '78). November/December 1978. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

PARIS: 17th International Mechanical Handling Exhibition (Manutention). December 1978. Joint venture with appropriate trade association. R. E. Newton ext. 7205. Cut off date not yet arranged.

Foodstuffs, food machinery, hotel and catering equipment

1977

BRNO: International Food Salon (Salima '77). 16-23 February 1977. Joint venture with London Chamber of Commerce. M. Dempsey ext. 7246. Cut off date passed.

COPENHAGEN: 4th International Food Fair and Congress. 29 March-3 April 1977. Joint venture with British Food Export Council. T. G. Webb ext. 7207. Cut off date passed.

MUNICH: International Bakery Trade Fair (IBA). 7-15 May 1977. Joint venture with the Process Plant Association. Miss H. A. V. Smith ext. 7201. Cut off date passed.

BOLOGNA: International Foodstuffs Exhibition (SIA). 28 May-6 June 1977. Joint venture with British Food Export Council. Miss H. Goldberg ext. 325. Cut off date passed.

FRANKFURT: International Meat Trade Fair (IFFA). 5-12 June 1977. Joint venture with London Chamber of Commerce and Industry. Miss H. A. V. Smith ext. 7201. Cut off date passed.

NEW ORLEANS: National Fancy Food and Confection Show. 12-15 June 1977. Joint venture with British Food Export Council. M. J. Low ext. 7204. Cut off date passed.

JOHANNESBURG: Hotel and Catering Exhibition. 13-17 June 1977. Joint venture with London Chamber of Commerce. S. J. Seaman ext. 571. Cut off date passed.

JOHANNESBURG: International South African Packaging and Food Processing Exhibition (Pakprocess). 29 August-2 September 1977. Joint venture with the Institute of Packaging. S. J. Seaman ext. 571. Cut off date passed.

MUNICH: International Exhibition of Brewery and Beverage Machinery (Interbrau). 9-16 September 1977. Joint venture with:
Process Plant Association.
Allied Brewery Traders' Association.
Miss H. A. V. Smith ext. 7201. Cut off date passed.

COLOGNE: International Fine Foods and Provisions Exhibition (ANUGA). 10-15 September 1977. Joint venture with British Food Export Council. A. S. Rees ext. 7045. Cut off date passed.

DUBLIN: International Food and Drink Equipment Exhibition (IFDEX). September 1977. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092). Cut off date 1.3.77.

MALMO: 8th International Hotel and Restaurant Show (RESTA VIII). 11-14 October 1977. Joint venture with London Chamber of Commerce and Industry. T. G. Webb ext. 7207. Cut off date not yet arranged.

TEHRAN: International Agriculture, Water and Food Fair. 28 October-4 November 1977. Joint venture with British Agricultural Export Council. G. A. Casburn ext. 602. Cut off date passed.

PARIS: International Hotel and Catering Equipment (Equiphotel). October 1977. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

BASLE: International Hotel and Catering Exhibition (IGEHO). 17-23 November 1977. Joint venture with London Chamber of Commerce. Miss L. M. O'Brien ext. 7092. Cut off date passed.

1978

AMSTERDAM: International Hotel, Cafe and Restaurant Exhibition (Horecava). January 1978. Joint venture with appropriate trade association. P. F. Aitken ext. 7080. Cut off date not yet arranged.

BRNO: International Food Salon (Salima '78). February 1978. Joint venture with appropriate trade association. M. Dempsey ext. 7246. Cut off date not yet arranged.

COLOGNE: International Sweets and Biscuits Fair (ISM). February 1978. Joint venture with appropriate trade association. A. S. Rees ext. 7045. Cut off date not yet arranged.

MOSCOW: Equipment and Machinery for Food Industry, Trade and Public Catering Establishments. March/April 1978. Joint venture with appropriate trade association. L. Devine ext. 7213. Cut off date not yet arranged.

BOLOGNA: International Foodstuffs Exhibition (SIA). May/June 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 325. Cut off date 14.12.77.

NEW ORLEANS: National Fancy Food and Confection Show. June 1978. Joint venture with appropriate trade association. M. J. Low ext. 7204. Cut off date not yet arranged.

PARIS: International Hotel and Catering Equipment (Equiphotel). October 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

PARIS: International Food Exhibition (SIAL). November 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

DUSSELDORF: International Hotel and Restaurant Trade Fair (GAST '78). November 1978. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

Footwear

1977

BOLOGNA: International Shoe and Leather Fair. 4-8 March 1977. Joint venture with British Footwear Manufacturers' Federation. Miss H. Goldberg ext. 325. Cut off date passed.

DUSSELDORF: European Footwear Samples Display (GDS). 26-28 March 1977. Joint venture with British Footwear Manufacturers' Federation. A. S. Rees ext. 7045. Cut off date passed.

DUSSELDORF: European Footwear Samples Display (GDS). 24-26 September 1977. Joint venture with appropriate trade association. A. S. Rees ext. 7045. Cut off date not yet arranged.

MILAN: International Footwear and Leather Show (MICAM). September 1977. Joint venture with appropriate trade association. Miss H. Goldberg ext. 325. Cut off date 31.3.77.

ATLANTIC CITY: Footwear Manufacturing Conference. 29 October-1 November 1977. Joint venture with Shoes and Allied Traders' Research Association. Miss M. Thorogood ext. 7094. Cut off date 28.2.77.

1978

NEW YORK: National Shoe Fair. February 1978. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

DUSSELDORF: European Samples Display (GDS). March 1978. Joint venture with appropriate trade association. A. S. Rees ext. 7045. Cut off date not yet arranged.

PARIS: International Leather Week. 9-12 September 1978. Joint venture with appropriate trade association. R. E. Newton ext. 7205. Cut off date not yet arranged.

MILAN: International Footwear and Leather Show (MICAM). September 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 325. Cut off date 31.3.78.

DUSSELDORF: European Footwear Samples Display (GDS). September 1978. Joint venture with appropriate trade association. A. S. Rees ext. 7045. Cut off date not yet arranged.

BOTB contact

01-248 5757

Name and telephone extension given against each event.

Furniture, furnishings, household equipment and hardware

1977

COLOGNE: International Trade Fair for Large Household Apparatus and Electrical Appliances (Domotechnica). 10-13 February 1977. Joint venture with:
Association of Manufacturers of Domestic Electrical Appliances.
Birmingham Engineering and Building Centre Ltd.
A. S. Rees ext. 7045. Cut off date passed.

COLOGNE: International Housewares Fair. 12-14 February 1977. Joint ventures with:
Hardware Manufacturers' Association.
United Kingdom Cutlery and Silverware Association.
Mrs C. Miller ext. 7203. Cut off date passed.

COLOGNE: International Hardware Fair. 13-15 February 1977. Joint ventures with:
Hardware Manufacturers' Association.
Federation of British Hand Tool Manufacturers.
Mrs C. Miller ext. 7203. Cut off date passed.

TORONTO: Canadian Hardware Show. 13-16 February 1977. Joint venture with Hardware Manufacturers' Association. M. J. Low ext. 7204. Cut off date passed.

NEW ORLEANS: National Home Centre/Home Improvement Congress and Exposition. 13-16 March 1977. Joint venture with Building Centre Group. M. J. Low ext. 7204. Cut off date passed.

DUBLIN: Irish Hardware and Housewares Trade Fair. 28-31 March 1977. Joint venture with Hardware Manufacturers' Association. Miss L. M. O'Brien ext. 7092. Cut off date passed.

TOKYO: British Export Marketing Centre – 3rd Furniture Exhibition. 5-9 April 1977. British Furniture Manufacturers' Export Club (J. A. Diab 01-580 6300). FPB contact R. King ext. 7317. Cut off date passed.

HIGH POINT, NORTH CAROLINA: High Point Southern Furniture Exhibition. 14-22 April 1977. Joint venture with British Furniture Manufacturers' Federated Association (BFM). J. E. Henderson ext. 318. Cut off date passed.

COPENHAGEN: Scandinavian Furniture Fair. 11-15 May 1977. Joint venture with the British Furniture Manufacturers' Federated Associations. T. G. Webb ext. 7207. Cut off date passed.

COLOGNE: International Accessory, Machinery and Materials Fair for Furniture Production, Interior Decoration and Furnishing (Interzum). 14-17 May 1977. Joint venture with Birmingham Chamber of Industry and Commerce. A. S. Rees ext. 7045. Cut off date passed.

MILAN: Carpets and Furnishing Textiles Fair (STAR). 21-25 May 1977. Joint venture with British Carpet Manufacturers' Association. Miss H. Goldberg ext. 325. Cut off date passed.

CHICAGO: National Exposition of Contract Interior Furnishings (Neocon). 21-24 June 1977. Joint venture with British Carpets Export Promotion Council. J. E. Henderson ext. 318. Cut off date passed.

TOKYO: British Export Marketing Centre – Housewares Exhibition. 5-9 July 1977. Sponsored by Hardware Manufacturers' Association (P. J. Kynaston, Amersham 21431). FPB contact R. King ext. 7317. Cut off date passed.

CHICAGO: National Hardware Show. 22-25 August 1977. Joint ventures with Gardenex. M. J. Low ext. 7204. Cut off date passed.

UTRECHT: International Furniture Exhibition. 12-17 September 1977. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

PARIS: 6th International Hardware Trade Show (Quojem). 25-28 September 1977. Joint venture with appropriate trade association. R. E. Newton ext. 7205. Cut off date 15.3.77.

LYONS: International Furniture Exhibition (Meuropam). 1-4 October 1977. Joint venture with British Furniture Manufacturers' Federated Associations. R. E. Newton ext. 7205. Cut off date passed.

HIGH POINT, NORTH CAROLINA: High Point Southern Furniture Exhibition. October 1977. Joint venture with British Furniture Manufacturers' Federated Associations. J. E. Henderson ext. 318. Cut off date 15.2.77.

BASLE: International Hotel and Catering Exhibition (IGEHO). 17-23 November 1977. Joint venture with London Chamber of Commerce. Miss L. M. O'Brien ext. 7092. Cut off date passed.

BRUSSELS: International Furniture Show. November 1977. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date 1.4.77.

TORONTO: National Interior Design Show. November 1977. Joint venture with:
British Carpets Export Association.
British Contract Furnishing Association.
M. J. Low ext. 7204. Cut off date 22.4.77.

1978

FRANKFURT: International Trade Fair for Home Furnishing Textiles (Heimtex). 11-15 January 1978. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

CHICAGO: National Floorcovering Mart. January 1978. Joint venture with British Carpets Export Promotion Council. J. E. Henderson ext. 318. Cut off date passed.

COLOGNE: International Furniture Fair. January 1978. Joint venture with British Furniture Manufacturers' Federated Association. A. S. Rees ext. 7045. Cut off date passed.

COLOGNE: International Trade Fair for Large Household Apparatus and Electrical Appliances (Domotechnica). February 1978. Joint venture with appropriate trade associations. A. S. Rees ext. 7045. Cut off date not yet arranged.

COLOGNE: International Hardware Fair. February 1978. Joint venture with appropriate trade associations. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

TORONTO: Canadian Hardware Show. February 1978. Joint venture with appropriate trade association. M. J. Low ext. 7204. Cut off date not yet arranged.

COLOGNE: International Houseware Fair. February 1978. Joint ventures with appropriate trade associations Mrs C. Miller ext. 7203. Cut off date not yet arranged.

TOKYO: British Export Marketing Centre – Carpet Exhibition. 14-18 March 1978. Sponsored by British Carpets Export Association (G. H. Davidson 01-930 8711). FPB contact S. F. Morris ext. 360. Cut off date 20.5.77.

HIGH POINT, NORTH CAROLINA: Southern Furniture Exhibition. April 1978. Joint venture with British Furniture Manufacturers' Federated Association. J. E. Henderson ext. 318. Cut off date 15.2.77.

TEHRAN: International Furniture and Decoration Fair. 20-26 June 1978. Joint venture with appropriate trade association. G. A. Casburn ext. 602. Cut off date not yet arranged.

MILAN: Carpets and Furnishing Textile Fair (STAR). May 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 325. Cut off date 30.11.77.

PARIS: 12th International Carpet and Floor Covering Exhibition. 8-12 June 1978. Joint venture with appropriate trade association. R. E. Newton ext. 7205. Cut off date 30.11.77.

CHICAGO: National Exposition of Contract Interior Furnishings (Neocon). June 1978. Joint venture with British Carpets Export Promotion Council. J. E. Henderson ext. 318. Cut off date passed.

CHICAGO: National Hardware Show. August 1978. Joint venture with appropriate trade association. M. J. Low ext. 7204. Cut off date not yet arranged.

MILAN: International Furniture Fair. September 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 325. Cut off date 2.1.78.

VALENCIA: International Furniture Fair. October 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date 1.3.78.

LYONS: International Furniture Exhibition (Meuropam). October 1978. Joint venture with appropriate trade association. R. E. Newton ext. 7205. Cut off date not yet arranged.

PARIS: 7th International Hardware Trade Show (Quojem). October 1978. Joint venture with appropriate trade association. R. E. Newton ext. 7205. Cut off date not yet arranged.

TORONTO: International Interior Design Show. November 1978. Joint venture with appropriate trade association. M. J. Low ext. 7204. Cut off date not yet arranged.

BRUSSELS: International Furniture Show. November 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date 1.4.78.

Gas and oil extraction and distribution including offshore activities

1977

HOUSTON: 9th Annual Offshore Technology Conference. 2-5 May 1977. Joint venture with Association of British Oceanic Industries (ABOI). M. D. Seymour ext. 265. Cut off date passed.

DUSSELDORF: Liquified Natural Gas (LNG5). 28 August-1 September 1977. Joint venture with appropriate trade association. A. S. Rees ext. 7045. Cut off date not yet arranged.

1978

SINGAPORE: Offshore Oil Exhibition and Technical Conference. 21-24 February 1978. Joint venture with CBMPE. P. A. Greig ext. 7099. Cut off date 21.2.77.

AMSTERDAM: European Exhibition for Petroleum Technology (Petrotech). 23-26 May 1978. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

HOUSTON: 10th Annual Offshore Technology Conference. May 1978. Joint venture with appropriate trade association. M. D. Seymour ext. 265. Cut off date not yet arranged.

CALGARY: National Petroleum Show. June 1978. Joint venture with appropriate trade association. M. D. Seymour ext. 265. Cut off date not yet arranged.

STAVANGER: 'Offshore North Sea' Oil and Gas Exploitation Exhibition. September 1978. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

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ENCIRCLE TI 8 ON PAGE 31 FOR FURTHER INFORMATION

1 OVERSEAS FAIRS AND SYMPOSIA

where BOTB support is planned or under consideration

Heating and ventilating

1977

CHICAGO: International Air Conditioning, Heating, Refrigeration Exposition. 14-17 February 1977. Joint venture with Heating, Ventilating and Air-Conditioning Manufacturers' Association Ltd. Miss K. M. Thorogood ext. 7094. Cut off date passed.

FRANKFURT: 9th International Sanitation Heating and Air Conditioning Exhibition (ISH). 23-27 March 1977. Joint venture with Heating, Ventilating and Air Conditioning Manufacturers' Association Ltd. (HEVAC). Miss S. J. Parkes ext. 690. Cut off date passed.

PARIS: 5th International Heating, Refrigerating and Air Conditioning Exhibition (Interclima). 6-11 June 1977. Joint venture with the Heating, Ventilating and Air Conditioning Manufacturers' Association. R. E. Newton ext. 7205. Cut off date passed.

1978

HELSINKI: International Building, Heating, Plumbing and Air Conditioning Exhibition. April 1978. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

Horticulture and horticultural equipment

1977

COLOGNE: International Garden Trade Fair. 25-27 September 1977. Joint venture with appropriate trade association. A. S. Rees ext. 7045. Cut off date not yet arranged.

1978

COLOGNE: International Garden Trade Fair. September 1978. Joint venture with appropriate trade association. A. S. Rees ext. 7045. Cut off date not yet arranged.

Hospital, medical, surgical and dental equipment

1977

ANAHEIM: 24th Congress of the Association of Operating Nurses. 22-25 March 1977. Joint venture with British Health-Care Export Council. Miss K. M. Thorogood ext. 7094. Cut off date passed.

DUSSELDORF: 20th International Dental Show. 28 March-2 April 1977. Joint venture with the British Dental Trade Association. A. S. Rees ext. 7045. Cut off date passed.

UTRECHT: International Hospital Equipment Exhibition (Medica '77). 3-7 May 1977. Joint venture with British Health-Care Export Council. Miss S. J. Parkes ext. 690. Cut off date passed.

DUSSELDORF: Ophthalmic Exhibition and Congress (Optica 1977). 14-17 May 1977. Joint venture with Federation of Manufacturing Opticians. A. S. Rees ext. 7045. Cut off date passed.

ZAGREB: Medicine and Medical Aids Exhibition. 16-21 May 1977. Joint venture with the British Surgical Export Group. R. E. Newton ext. 7205. Cut off date passed.

HANOVER: International Hospital Exhibition (Interhospital '77). 7-10 June 1977. Joint venture with British Health-Care Export Council. P. F. Aitken ext. 7080. Cut off date passed.

ZURICH: International Trade Fair for Hospital and Medical Equipment (IFAS). 14-18 June 1977. Joint venture with British Health-Care Export Council. Miss L. M. O'Brien ext. 7092. Cut off date passed.

UPPSALA: Anaesthesiological Congress and Exhibition. 29 June-2 July 1977. Joint venture with British Health-Care Export Council. T. G. Webb ext. 7207. Cut off date passed.

PARIS: 2nd World Congress on Intensive Care. 19-23 September 1977. Joint venture with British Health-Care Export Council. Miss L. A. Cape ext. 7211. Cut off date passed.

AMSTERDAM: Laboratory, Medical and Scientific Instruments Exhibition (Het Instrument). 21-29 September 1977. Joint venture with British Laboratory Ware Association. P. F. Aitken ext. 7080. Cut off date 4.3.77.

GENOA: International Exhibition of Equipment and Materials for Dentists and Dental Mechanics. 1-4 October 1977. Joint venture with appropriate trade association. Miss H. Goldberg ext. 325. Cut off date 1.4.77.

NEW ORLEANS: American Society of Anaesthesiologists. 15-19 October 1977. Joint venture with British Health-Care Export Council. Miss K. M. Thorogood ext. 7094. Cut off date 31.3.77.

RIO DE JANIERO: 14th International Congress of Radiology. 23-29 October 1977. Joint venture with British Electrical and Allied Manufacturers' Association on behalf of the Association of X-ray Equipment Manufacturers. Miss A. V. Woodward ext. 7011. Cut off date 22.3.77.

NEW ORLEANS: American Association for Respiratory Therapy Exhibition. 3-9 November 1977. Joint venture with British Health-Care Export Council. Miss K. M. Thorogood ext. 7094. Cut off date not yet known.

DUSSELDORF: International Exhibition and Congress on Diagnostics (Medica). 16-19 November 1977. Joint venture with appropriate trade association. A. S. Rees ext. 7045. Cut off date not yet arranged.

DUBAI: Middle East Health Exhibition (Intermedex '77). 26-30 November 1977. Joint venture with British Health Care Export Council. P. G. H. Robinson ext. 7314. Cut off date 18.3.77.

MIAMI: Annual Scientific Session of the American Heart Association. 28 November-1 December 1977. Joint venture with British Health-Care Export Council. Miss K. M. Thorogood ext. 7094. Cut off date July 1977.

1978

PARIS: Public Hospitals Exhibition. January 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

USA: 25th Congress of the Association of Operating Nurses. March 1978. Joint venture with appropriate trade association. Miss K. M. Thorogood ext. 7094. Cut off date not yet arranged.

TEHRAN: International Medical Fair. 12-18 November 1978. Joint venture with appropriate trade association. G. A. Casburn ext. 602. Cut off date not yet arranged.

DUSSELDORF: International Exhibition and Congress on Diagnostics (Medica). November 1978. Joint venture with appropriate trade association. A. S. Rees ext. 7045. Cut off date not yet arranged.

Jewellery and giftware

1977

CHICAGO: Gift Show. 13-18 February 1977. Joint venture with British Jewellery and Giftware Federation. M. J Low ext. 7204. Cut off date passed.

NEW YORK: Gift Show. 27 February-4 March 1977. Joint venture with the Westminster Chamber of Commerce. M. J. Low ext. 7204. Cut off date passed.

TOKYO: British Export Marketing Centre – British Jewellery and Giftware Exhibition. 1-5 March 1977. Sponsored by the British Jewellery and Giftware Federation (J. McConnell 01-606 0871). FPB contact S. F. Morris ext. 360. Cut off date passed.

PARIS: The Business Gifts Fair. 1-6 April 1977. Joint venture with British Premium Merchandise Association. Miss L. A. Cape ext. 7211. Cut off date passed.

BASLE: Swiss Industries Fair (5th European Watch, Clock and Jewellery Fair). 16-25 April 1977. Joint ventures with:
British Jewellery and Giftware Federation.
British Clock and Watch Manufacturers' Association.
Miss L. M. O'Brien ext. 7092. Cut off date passed.

NEW YORK: International Jewellery Trade Show. 23-27 July 1977. Joint venture with appropriate trade association. M. J. Low ext. 7204. Cut off date not yet arranged.

LOS ANGELES: Pacific Jewellery Show. 20-22 August 1977. Joint venture with British Jewellery and Giftware Federation. M. J. Low ext. 7204. Cut off date passed.

PARIS: 64th Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca). 8-13 September 1977. Joint venture with appropriate trade association. R. E. Newton ext. 7205. Cut off date 21.2.77.

1978

NEW YORK: International Jewellery Trade Fair. February 1978. Joint venture with appropriate trade association. M. J. Low ext. 7204. Cut off date not yet arranged.

NEW YORK: Gift Show. February 1978. Joint venture with appropriate trade association. M. J. Low ext. 7204. Cut off date not yet arranged.

PARIS: The Business Gifts Fair. April 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

BASLE: Swiss Industries Fair (6th European Watch, Clock and Jewellery Fair). April 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date 1.4.77.

NEW YORK: International Jewellery Trade Show. July 1978. Joint venture with appropriate trade association. M. J. Low ext. 7204. Cut off date not yet arranged.

LOS ANGELES: Pacific Jewellery Show. August 1978. Joint venture with appropriate trade association. M. J. Low ext. 7204. Cut off date not yet arranged.

Laundry and allied services

1977

CHICAGO: World Educational Laundering and Cleaning Congress (Clean '77). 18-21 April 1977. Joint venture with the Society of Laundry Engineers and Allied Trades. Miss K. M. Thorogood ext. 7094. Cut off date passed.

Leather, leather goods and fur

1977

OFFENBACH: International Leathergoods Fair. 26 February-3 March 1977. Joint venture with British Leathergoods Manufacturers' Association. P. F. Aitken ext. 7080. Cut off date passed.

BOLOGNA: International Shoe and Leather Fair. 4-8 March 1977. Joint venture with British Footwear Manufacturers' Federation. Miss H. Goldberg ext. 325. Cut off date passed.

PARIS: International Leather Week. 8-12 September 1977. Joint ventures with:
British Leather Federation.
Skin, Hide and Leather Traders' Association.
R. E. Newton ext. 7205. Cut off date 31.3.77.

MILAN: International Footwear and Leather Show (MICAM). September 1977. Joint venture with appropriate trade association. Miss H. Goldberg ext. 325. Cut off date 31.3.77.

1978

PARIS: International Leather Week. 9-12 September 1978. Joint venture with appropriate trade association. R. E. Newton ext. 7205. Cut off date not yet arranged.

MILAN: International Footwear and Leather Show (MICAM). September 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 325. Cut off date 31.3.78.

Motor vehicles, motor cycles and cycles

1977

CINCINNATI: Motor Cycle and Accessory Trade Show. 18-20 February 1977. Joint venture with Cycle and Motor Cycle Association Service Company Ltd. J. W. Coupar ext. 7242.) Cut off date passed.

NEW YORK: International Cycle Show. 20-22 February 1977. Joint venture with Cycle and Motor Cycle Association Service Company Ltd. J. W. Coupar ext. 7242. Cut off date passed.

DETROIT: Society of Automotive Engineers' Exposition and Congress (SAE). 28 February-3 March 1977. Joint venture with Society of Motor Manufacturers and Traders. Miss P. J. Cooleen ext. 7097. Cut off date passed.

TORONTO: Automobile Show. February 1977. Joint venture with Society of Motor Manufacturers and Traders Ltd. J. W. Coupar ext. 7242. Cut off date passed.

CHICAGO: Automobile Show. February 1977. Joint venture with Society of Motor Manufacturers and Traders Ltd. J. W. Coupar ext. 7242. Cut off date passed.

MALMO: Motor Show. 5-13 March 1977. Joint venture with Society of Motor Manufacturers and Traders Ltd. T. G. Webb ext. 7207. Cut off date passed.

GENEVA: International Motor Show (Car Manufacturers). 17-27 March 1977. Joint venture with Society of Motor Manufacturers and Traders Ltd. Miss L. M. O'Brien ext. 7092.

GOTHENBURG: International Trade Fair for Garages and Car Repair (AUTO '77). 30 March-3 April 1977. Joint venture with Society of Motor Manufacturers and Traders Ltd. T. G. Webb ext. 7207. Cut off date passed.

BELGRADE: International Motor Show. 1-10 April 1977. Joint venture with Society of Motor Manufacturers and Traders Ltd. R. E. Newton ext. 7205. Cut off date passed.

CHICAGO: The International Electric Vehicle Expo. 26-29 April 1977. Joint venture with Westminster Chamber of Commerce. Miss F. J. Cooleen ext. 7097. Cut off date passed.

GENEVA: International Exhibition for the Vehicle Industry (SITEV). 10-13 May 1977. Joint venture with Society of Motor Manufacturers and Traders Ltd. Miss L. M. O'Brien ext. 7092. Cut off date passed.

TOKYO: British Export Marketing Centre – Automobile Accessories and Components Exhibition. 10-14 May 1977. Sponsored by Society of Motor Manufacturers and Traders Ltd (E. F. Jones 01-235 7000). FPB contact R. King ext. 7317. Cut off date passed.

LOS ANGELES: Imported Automobile Show. May 1977. Joint venture with appropriate trade association. J. W. Coupar ext. 7242. Cut off date 1.4.77.

FRANKFURT: International Motor Show. 15-25 September 1977. Joint venture with Society of Motor Manufacturers and Traders Ltd. Miss S. J. Parkes ext. 690. Cut off date passed.

PARIS: Automobile Fittings and Maintenance Industries Exhibition (Equip-Auto). October 1977. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 28.2.77.

CHICAGO: Automotive Parts and Accessories Association (APAA) Show. 15-17 November 1977. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date 13.5.77.

MILAN: International Cycle and Motor Cycle Exhibition. November 1977. Joint venture with appropriate trade association. Miss H. Goldberg ext. 325. Cut off date 1.5.77.

1978

MONTREAL: International Motor Show. January 1978. Joint venture with appropriate trade association. J. W. Coupar ext. 7242. Cut off date 15.12.77.

CINCINNATI: Motor Cycle and Accessory Trade Show. February 1978. Joint venture with appropriate trade association. J. W. Coupar ext. 7242. Cut off date not yet arranged.

NEW YORK: International Cycle Show. February 1978. Joint venture with appropriate trade association. J. W. Coupar ext. 7242. Cut off date not yet arranged.

CHICAGO: Automobile Show. February 1978. Joint venture with appropriate trade association. J. W. Coupar ext. 7242. Cut off date 1.1.78.

DETROIT: Society of Automotive Engineers' Exposition and Congress (SAE). February 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date July 1977.

MALMO: Motor Show. March 1978. Joint venture with Society of Motor Manufacturers and Traders Ltd. T. G. Webb ext. 7207. Cut off date not yet arranged.

LOS ANGELES: Imported Automobile Show. May 1978. Joint venture with appropriate trade association. J. W. Coupar ext. 7242. Cut off date 1.4.78.

FRANKFURT: International Exhibition of Automobile Workshop Garage Equipment (Automechanika). September 1978. Joint ventures with appropriate trade associations. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

COLOGNE: International Bicycle and Motor Cycle Exhibition (IFMA). September 1978. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

CHICAGO: Automotive Parts and Accessories Association Show (APAA). 17-19 October 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date 1.5.78.

PARIS: International Motor Exhibition. October 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

TURIN: International Motor Show (Accessories). November 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 325. Cut off date 28.2.78.

Music and musical instruments

1977

ATLANTA: National Association of Music Merchants' Show. June 1977. Joint venture with Association of Musical Instrument Industries. J. W. Coupar ext. 7242. Cut off date passed.

1978

CANNES: 12th International Record and Music Publishing Market (MIDEM). January 1978. Joint ventures with appropriate trade association. R. E. Newton ext. 7205. Cut off date 3.10.77.

CHICAGO: National Association of Music Merchants' Show. June 1978. Joint venture with appropriate trade association. J. W. Coupar ext. 7242. Cut off date not yet arranged.

Office machinery and equipment

1977

PARIS: 28th International Business Machines and Office Equipment (SICOB). 22-30 September 1977. Joint venture with appropriate trade association. R. E. Newton ext. 7205. Cut off date 2.5.77.

CHICAGO: National Office Products Association Show. 28 September-2 October 1977. Joint venture with Business Equipment Trade Association. Miss F. J. Cooleen ext. 7097. Cut off date passed.

MUNICH: International Congress and Exhibition for Computer Systems and their Application (Systems '77). 17-21 October 1977. Joint venture with Business Equipment Trade Association. Miss S. J. Parkes ext. 690. Cut off date 25.2.77.

1978

JAPAN: British Export Marketing Centre – Business and Reprographic Equipment Exhibition. 14-18 February 1978. Sponsored by Business Equipment Trade Association (R. Du D'urban 01-405 6233). FPB contact R. King ext. 7317. Cut off date 15.4.77.

PARIS: 29th International Business Machines and Office Equipment (SICOB). September 1978. Joint venture with appropriate trade association. R. E. Newton ext. 7205. Cut off date not yet arranged.

CHICAGO: National Office Products Association Show. 4-8 October 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date not yet arranged.

COLOGNE: International Office Trade Fair (Orgatechnik). October 1978. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

Packaging machinery and materials, including containers

1977

BASLE: International Packaging Exhibition (Swiss Pack). 24-27 May 1977. Joint venture with Institute of Packaging. Miss L. M. O'Brien ext. 7092. Cut off date passed.

JOHANNESBURG: International South African Packaging and Food Processing Exhibition (Pakprocess). 29 August-2 September 1977. Joint venture with Institute of Packaging. S. J. Seaman ext. 325. Cut off date passed.

1978

STOCKHOLM: International Exhibition for Supplies to the Pulp, Paper Board and Conversion Industry (SPCI). 4-7 April 1978. Joint venture with British Paper Machinery Makers' Association. T. G. Webb ext. 7207. Cut off date 25.3.77.

DUSSELDORF: International Fair for Packaging Machines, Packing Materials, Confectionery Machines (Interpak). 8-14 June 1978. Joint venture with Institute of Packaging. Mrs C. Miller ext. 7203. Cut off date passed.

USA: National Packaging Show. October 1978. Joint venture with appropriate trade association. M. D. Seymour ext. 265. Cut off date not yet arranged.

PARIS: 23rd International Packaging Exhibition. November 1978. Joint venture with appropriate trade association. R. E. Newton ext. 7205. Cut off date not yet arranged.

Photographic equipment

1977

DALLAS: National Microfilm Association Annual Convention Exposition. 17-20 May 1977. Joint venture with Business Equipment Trade Association. M. D. Seymour ext. 265. Cut off date passed.

PARIS: 32nd International Photographic, Cinema and Optical Exhibition. 5-13 November 1977. Joint venture with Association of British Manufacturers of Photographic, Cine and Audio-Visual Equipment. R. E. Newton ext. 7205. Cut off date 1.3.77.

1978

TOKYO: British Export Marketing Centre – Photographic and Audio Visual Equipment. 1978. Sponsored by British Photographic Export Group (R. Saunders 89 33372). FPB contact S. F. Morris ext. 360. Cut off date 23.9.77.

USA: National Microfilm Association Annual Convention and Exposition. 1978. Joint venture with appropriate trade association. M. D. Seymour ext. 265. Cut off date not yet arranged.

COLOGNE: World Fair of Photography (Photokina). 15-21 September 1978. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

Pottery and glassware

1978

ATLANTIC CITY: China and Glass Show. January 1978. Joint venture with appropriate trade association. M. J. Low ext. 7204. Cut off date not yet arranged.

Printing, stationery and printing machinery

1977

BRNO: International Packaging and Printing Exhibition (Embax-Print). 4-8 April 1977. Joint venture with London Chamber of Commerce. M. Dempsey ext. 7246. Cut off date passed.

NEW YORK: Stationery Show. 15-18 May 1977. Joint venture with British Stationery and Office Products Federation. M. J. Low ext. 7204. Cut off date passed.

DUSSELDORF: International Printing Machinery Exhibition (DRUPA '77). 3-16 June 1977. Joint venture with British Printing Machinery Association. Mrs C. Miller ext. 7203. Cut off date passed.

CHICAGO: 'Graph Expo '77.' 10-13 October 1977. Joint venture with British Printing Machinery Association. M. D. Seymour ext. 265. Cut off date passed.

1978

ZAGREB: International Fair of Printing and Paper Industry (Intergrafika). 1978. Joint venture with appropriate trade association. R. E. Newton ext. 7205. Cut off date not yet arranged.

NEW YORK: Stationery Show. May 1978. Joint venture with appropriate trade association. M. J. Low ext. 7204. Cut off date not yet arranged.

Scientific instruments and nuclear equipment

1977

CLEVELAND: Pittsburgh Conference on Analytical Chemistry and Applied Spectroscopy. 28 February-4 March 1977. Joint venture with Scientific Instrument Manufacturers' Association. Miss F. J. Cooleen ext. 7097. Cut off date passed.

1 OVERSEAS FAIRS AND SYMPOSIA

where BOTB support is planned or under consideration

MOSCOW: Exhibition of Secondary Standards, Prototype Measuring Systems and Precision Instruments (Metrology). 29 March-8 April 1977. Joint venture with Scientific Instrument Manufacturers' Association. L. Devine ext. 7213. Cut off date passed.

CHICAGO: Federation of American Societies of Experimental Biology Exhibition and Conference. 4-7 April 1977. Joint venture with Scientific Instruments Manufacturers' Association. Miss F. J. Cooleen ext. 7097. Cut off date passed.

MUNICH: Exhibition for Electro-Optical Systems and their Application in Industry and Research (LASER '77). 20-24 June 1977. Joint venture with SIRA Institute Ltd. P. F. Aitken ext. 7080. Cut off date passed.

AMSTERDAM: Laboratory, Medical and Scientific Instruments Exhibition (Het Instrument). 21-29 September 1977. Joint venture with British Laboratory Ware Association. P. F. Aitken ext. 7080. Cut off date 4.3.77.

DUSSELDORF: International Congress and Exhibition for Instrumentation and Automation (Interkama). 6-12 October 1977. Joint venture with the SIMA. Mrs C. Miller ext. 7203. Cut off date passed.

MADRID: Medical Instrumentation and Technical Exhibition (Expomedica-Instrumentalia). 19-26 October 1977. Joint venture with British Health-Care Export Council. Miss L. M. O'Brien ext. 7092. Cut off date 28.2.77.

ANAHEIM: Electro Optics/Laser Conference and Exhibition. 25-27 October 1977. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date 29.4.77.

TOKYO: See BEMC panel page 12.

ZURICH: International Trade Fair for High Precision Techniques, Dimensional Measurement and Control (Microtecnic). 14-19 November 1977. Joint venture with the Gauge and Tool Makers' Association. Miss L. M. O'Brien ext. 7092. Cut off date passed.

PARIS: Laboratory Exhibition. 29 November-4 December 1977. Joint venture with British Laboratory Ware Association. R. E. Newton ext. 7205. Cut off date 14.2.77.

TOKYO: British Export Marketing Centre – 2nd Electro-Optics and Laser Equipment Exhibition. 8-12 November 1977. Sponsored by SIRA Institute (W. A. Seatherton 01-467 2636). FPB contact S. F. Morris ext. 360. Cut off date passed.

1978

CLEVELAND: Pittsburg Conference on Analytical Chemistry and Applied Spectroscopy. 6-10 March 1978. Joint venture with appropriate trade association. Miss F. K. Cooleen ext. 7097. Cut off date not yet arranged.

ATLANTIC CITY: Federation of American Societies of Experimental Biology and Conference. 9-14 April 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date not yet arranged.

MUNICH: International Trade Exhibition and Congress for Biochemical Analysis (Analytica). April 1978. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

BASLE: International Exhibition of Laboratory, Chemical Engineering, Measurement and Automation Techniques in Chemistry (ILMAC). 27 September-1 October 1973. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date 15.11.77.

BASLE: International Nuclear Industries Fair (Nuclex). 3-10 October 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date 1.11.77.

USA: Electro-Optics/Laser Conference and Exhibition. November 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date not yet arranged.

Ships and boats

1977

GOTHENBURG: International Boat Show. 4-13 February 1977. Joint venture with Ship and Boat Builders' National Federation. T. G. Webb ext. 7207. Cut off date passed.

MIAMI: International Boat Show. 17-23 February 1977. Joint venture with Ship and Boat Builders' National Federation. J. W. Coupar ext. 7242. Cut off date passed.

STOCKHOLM: International Boat Show. 24 February-6 March 1977. Joint venture with Ship and Boat Builders' National Federation. T. G. Webb ext. 7207. Cut off date passed.

AMSTERDAM: HISWA Sail and Power Boat Show. 4-13 March 1977. Joint venture with Ship and Boat Builders' National Federation. Miss H. A. V. Smith ext. 7201. Cut off date passed.

TOKYO: International Boat Show. 31 March-4 April 1977. Joint venture with Ship and Boat Builders' National Federation. R. King ext. 7317. Cut off date passed.

OSLO: International Shipping Exhibition (Nor Shipping '77). 9-14 May 1977. Joint venture with: Shipbuilders' and Repairers' National Association. British Marine Equipment Council. T. G. Webb ext. 7207. Cut off date passed.

CHICAGO: Marine Trades Exhibition and Conference. 22-25 September 1977. Joint venture with appropriate trade association. J. W. Coupar ext. 7242. Cut off date 14.2.77.

RIO DE JANEIRO: Marine Exhibition (Riomar). 10-15 October 1977. Joint venture with British Marine Equipment Council. Miss A. V. Woodward ext. 7011. Cut off date passed.

HAMBURG: EMTEC and International Boat Show. 20-30 October 1977. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

ANNAPOLIS: United States Sailboat Show. October 1977. Joint venture with appropriate trade association. J. W. Coupar ext. 7242. Cut off date 14.2.77.

GENOA: International Boat Show. October 1977. Joint venture with appropriate trade association. Miss H. Goldberg ext. 325. Cut off date 1.3.77.

LONG BEACH: SCMA Sailboat Show. October 1977. Joint venture with appropriate trade association. J. W. Coupar ext. 7242. Cut off date not yet arranged.

1978

DUSSELDORF: International Boat Show. January 1978. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

PARIS: International Pleasure Boat Exhibition. January 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

MIAMI: International Boat Show. February 1978. Joint venture with appropriate trade association. J. W. Coupar ext. 7242. Cut off date not yet arranged.

GOTHENBURG: International Boat Show. February 1978. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

AMSTERDAM: International Sail and Power Boat Show. March 1978. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

ATHENS: International Shipping Exhibition (Posidonia). June 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date 31.7.77.

CHICAGO: Marine Trades Exhibition and Conference. September 1978. Joint venture with appropriate trade association. J. W. Coupar ext. 7242. Cut off date not yet arranged.

LONG BEACH: SCMA Sailboat Show. October 1978 Joint venture with appropriate trade association. J. W. Coupar ext. 7242. Cut off date not yet arranged.

ANNAPOLIS: United States Sailboat Show. October 1978. Joint venture with appropriate trade association. J. W. Coupar ext. 7242. Cut off date not yet arranged.

GENOA: International Boat Show. October 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 325. Cut off date 1.3.78.

Sports goods and camping equipment, including caravans

1977

ESSEN: International Exhibition for Horse Sports, Leisure Time Riding and Horse Keeping (Equitana '77). 2-7 March 1977. Joint venture with British Agricultural Export Council. P. F. Aitken ext. 7080. Cut off date passed.

COLOGNE: International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (SPOGA). 25-27 September 1977. Joint venture with appropriate trade association. A. S. Rees ext. 7045. Cut off date not yet arranged.

PARIS: Caravan and Mobile Homes Exhibition. 6-16 October 1977. Joint venture with appropriate trade association. R. E. Newton ext. 7205. Cut off date 1.3.77.

COLOGNE: International Exhibition of Sports Facilities and Bath Installations. 12-15 October 1977. Joint venture with the Building Centre Group. A. S. Rees ext. 7045. Cut off date passed.

1978

HOUSTON: National Sporting Goods Association Show. February 1978. Joint venture with appropriate trade association. J. W. Coupar ext. 7242. Cut off date not yet arranged.

COLOGNE: International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (SPOGA). September 1978. Joint venture with appropriate trade association. A. S. Rees ext. 7045. Cut off date not yet arranged.

Textiles and textile machinery

1977

ATLANTIC CITY: Knitting Arts Exhibition. 1-5 May. 1977. Joint venture with British Textile Machinery Association. Miss K. M. Thorogood ext. 7094. Cut off date passed.

FRANKFURT: International Textiles for Clothing Exhibition (Interstoff). 10-13 May 1977. Joint venture with National Wool Textile Export Corporation. Miss S. J. Parkes ext. 690. Cut off date passed.

ATLANTA: Bobbin Show. 28-30 September 1977. Joint venture with Clothing Institute. Miss K. M. Thorogood ext. 7094. Cut off date passed.

FRANKFURT: International Textiles for Clothing Exhibition (Interstoff). November 1977. Joint venture with National Wool Textile Export Corporation. Miss S. J. Parkes ext. 690. Cut off date passed.

1978

FRANKFURT: International Trade Fair for Home Furnishing Textiles (Heimtex). 11-15 January 1978. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

GREENVILLE – SOUTH CAROLINA: American Textile Machinery Exhibition – International ATME-1. 27 April-5 May 1978. Joint venture with British Textile Machinery Association. Miss K. M. Thorogood ext. 7094. Cut off date 7.3.77.

FRANKFURT: International Textiles for Clothing Exhibition (Interstoff). May 1978. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

TOKYO: British Export Marketing Centre – Textile Exhibition. 5-9 September 1978. Sponsored by National Wool Textile Export Corporation (G. Richardson 0274 24235/6). FPB contact R. King ext. 7317. Cut off date 4.11.77.

FRANKFURT: International Textiles for Clothing Exhibition (Interstoff). November 1978. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

Toys and games

1977

NUREMBERG: International Toy Fair. 5-11 February 1977. Joint venture with British Toy Manufacturers' Association. P. F. Aitken ext. 7020. Cut off date passed.

NEW YORK: American Toy Fair. 20-23 February 1977. Joint venture with British Toy Manufacturers' Association. J. W. Coupar ext. 7242. Cut off date passed.

TOKYO: The 1977 Tokyo International Toy Fair. 5-7 October 1977. Joint venture with British Toy Manufacturers' Association. S. F. Morris ext. 360. Cut off date passed.

1978

NEW YORK: American Toy Fair. February 1978. Joint venture with appropriate trade association. J. W. Coupar ext. 7242. Cut off date not yet arranged.

NUREMBERG: International Toy Fair. February 1978. Joint venture with appropriate trade association. P. F. Aitken ext. 7080. Cut off date not yet arranged.

TOKYO: Japan International Toy Fair. September 1978. Joint venture with appropriate trade association. S. F. Morris ext. 360. Cut off date not yet arranged.

Watches and clocks

1977

BASLE: Swiss Industries Fair (5th European Watch, Clock and Jewellery Fair). 16-25 April 1977. Joint ventures with:
British Jewellery and Giftware Federation.
British Clock and Watch Manufacturers' Association.
Miss L. M. O'Brien ext. 7092. Cut off date passed.

1978

BASLE: Swiss Industries Fair (6th European Watch, Clock and Jewellery Fair). April 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date 1.4.77.

Water, effluent and air treatment plant, including anti-pollution, cleaning and refuse disposal equipment

1977

DUSSELDORF: International Exhibition for Environmental Protection and Environmental Technique (Envitek). 7-12 February 1977. Joint venture with National Society for Clean Air in conjunction with SIRA Institute. Mrs C. Miller ext. 7203. Cut off date passed.

AMSTERDAM: International Cleaning and Maintenance Exhibition (Interclean). 10-13 May 1977. Joint venture with British Electrical and Allied Manufacturers' Association. Miss H. A. V. Smith ext. 7201. Cut off date passed.

TOKYO: British Export Marketing Centre – Environmental Engineering and Technology Exhibition. 6-10 September 1977. Sponsored by Engineering Industries Association (Miss V. A. How 01-836 9188). FPB contact S. F. Morris ext. 360. Cut off date passed.

NEW ORLEANS: International Sanitary Supply Association 54th Annual Convention and Exhibition. 6-9 October 1977. Joint venture with British Electrical and Allied Manufacturers' Association (BEAMA). Miss K. M. Thorogood ext. 7094. Cut off date 31.3.77.

TEHRAN: International Agriculture, Water and Food Fair. 28 October-4 November 1977. Joint venture with British Agricultural Export Council. G. A. Casburn ext. 602. Cut off date 28.1.77.

1978

UTRECHT: International Trade Fair for Environmental Control Techniques (Milieu). 30 October-4 November 1978. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

Other specialised fairs

1977

ESSEN: International Exhibition for Horse Sport, Leisure Time Riding and Horse Keeping (Equitana '77). 2-7 March 1977. Joint venture with British Agricultural Export Council. P. F. Aitken ext. 7080. Cut off date passed.

HANOVER: European Educational Aids and Appliances Fair (Didacta). 7-11 March 1977. Joint ventures with:
Book Development Council.
British Educational Equipment Association.
Miss H. A. V. Smith ext. 7201. Cut off date passed.

PIANCENZA: Button Exhibition. 22-25 April 1977. Joint venture with British Button Manufacturers' Association. Miss H. Goldberg ext. 325. Cut off date passed.

CHICAGO: American Ceramic Society. 24-27 April 1977. Joint venture with Ceramic Plant and Machinery Manufacturers' Association. Miss K. M. Thorogood ext. 7094. Cut off date passed.

PARIS: International Pet Trade Fair. 7-9 May 1977. Joint venture with Pet Trade Association. Miss L. A. Cape ext. 7211. Cut off date passed.

DUSSELDORF: Ophthalmic Exhibition and Congress (Optica 1977). 14-17 May 1977. Joint venture with Federation of Manufacturing Opticians. A. S. Rees ext. 7045. Cut off date passed.

AMSTERDAM: International Stamp Exhibition (Amphilex '77). 26 May-5 June 1977. Joint venture with Philatelic Traders' Society. Miss S. J. Parkes ext. 690. Cut off date passed.

STUTTGART: International Shutter and Blinds Fair (R '77). 9-12 June 1977. Joint venture with Birmingham and Building Centre Ltd. Miss H. A. V. Smith ext. 7201. Cut off date passed.

GRAND FORKS: Annual Exhibition of Education Resources. 27-30 June 1977. Joint venture with Engineering Teaching Equipment Manufacturers' Association (ETEMA). Miss F. J. Cooleen ext. 7097. Cut off date passed.

BASLE: International Art Fair. June 1977. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date 1.3.77.

SYDNEY: Australia International Education Exhibition. 19-23 July 1977. Joint venture with Industrial Council for Educational and Training Technology Ltd. Mrs W. M. MacIver ext. 7093. Cut off date passed.

BRUSSELS: International Aerosol Congress and Exhibition. 19-23 September 1977. Joint venture with British Aerosol Manufacturers' Association. Miss L. M. O'Brien ext. 7092. Cut off date passed.

DENVER: International Association of Firechiefs' Annual Conference. 25-29 September 1977. Joint venture with London Chamber of Commerce. Miss K. M. Thorogood ext. 7094. Cut off date April 1977.

UTRECHT: International Security Exhibition (Safety). 10-14 October 1977. Joint venture with appropriate trade association. P. F. Aitken ext. 7080. Cut off date not yet arranged.

BOSTON: Annual Convention and Exhibition of the Wire Association of America. 17-22 October 1977. Joint venture with International Wire Machinery Association. Miss K. M. Thorogood ext. 7094. Cut off date not yet arranged.

DUSSELDORF: Industrial Safety and Factory Hygiene Exhibition and Congress. November 1977. Joint venture with London Chamber of Commerce and Industry. Mrs C. Miller ext. 7203. Cut off date 14.4.77.

1978

TOKYO: British Export Marketing Centre – Garden Equipment Exhibition. 20-24 June 1978. Sponsored by Gardenex (Mrs Y. Slade, Hungerford 2532). FPB contact R. King ext. 7317. Cut off date 19.8.77.

UTRECHT: Vat Subcontractors' Exhibition. March 1978. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

TORONTO: Canadian Education Showplace. March 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date not yet arranged.

BRUSSELS: European Educational Materials Exhibition (Didacta). 10-14 April 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date July 1977.

USA: American Ceramic Society. April/May 1978. Joint venture with appropriate trade association. Miss K. M. Thorogood ext. 7094. Cut off date December 1977.

NEW YORK: National Premium Show. May 1978. Joint venture with appropriate trade association. M. J. Low ext. 7204. Cut off date not yet arranged.

DETROIT: National Material Handling Show. 12-15 June 1978. Joint venture with appropriate trade association. M. D. Seymour ext. 265. Cut off date not yet arranged.

BASLE: International Art Fair. June 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date 1.3.78.

USA: Annual Exhibition of Education Resources. June 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date December 1977.

TRONDHEIM: 7th International Fisheries Fair (Nor Fishing '78). August 1978. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

ESSEN: International Security and Police Equipment Exhibition (Safety '78). October 1978. Joint venture with appropriate trade association. P. F. Aitken ext. 7080. Cut off date not yet arranged.

TEHRAN: International Educational and Training Equipment Exhibition. 12-18 November 1978. Joint venture with appropriate trade association. G. A. Casburn ext. 602. Cut off date not yet arranged.

DUSSELDORF: 3rd International Trade Exhibition for Industrial Furnaces and Thermic Production Presses (Thermprocess '78). November/December 1978. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

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ENCIRCLE TI 2 ON PAGE 31 FOR FURTHER INFORMATION

1 OVERSEAS FAIRS AND SYMPOSIA
where BOTB support is planned
or under consideration

British Export Marketing Centre Tokyo

The British Overseas Trade Board considers that the Japanese market continues to offer new and exciting growth prospects for a wide range of British exports. For a single fee of £200 firms can participate in official trade exhibitions being held in the British Export Marketing Centre, Tokyo, which was opened in September 1973. The board will provide free of charge the floor space and a shell stand and mount the exhibits. It will also arrange to ship all exhibits to Tokyo free of charge from a central point in Britain. Before each exhibition it will mount a major advertising and publicity campaign in Japan to attract potential customers. In addition, exhibiting firms will each be able to claim £450 towards the cost of sending up to two representatives to man the stands during the exhibition. The centre is available to British companies, or their agents, wishing to mount individual product exhibitions for a charge of £65 a day. It is also available to companies wishing to hold seminars and conferences and there are facilities for audio-visual presentations and catering. A charge of £6.50 an hour will be made. Further information on the centre and its facilities can be obtained from Fairs and Promotions Branch (01-248 5757 ext. 7104/7317/360).
The programme of exhibitions for 1977 is now complete. The programme of exhibitions for 1978 is now under consideration and information may be obtained from the board's Export to Japan Unit (01-248 5757 ext. 614/232).

Official British trade exhibitions September 1977 to September 1978

Environmental Engineering and Technology Exhibition 6-10 September 1977. Sponsored by Engineering Industries Association (Miss V. A. How, 01-836 9188). FPB contact S. F. Morris ext. 360. Cut off date passed.

Engineers' Small Tool and Hand Tools Exhibition 27 September-1 October 1977. Sponsored by Federation of British Hand Tool Manufacturers (W. R. Eccles, 0742-63084). FPB contact R. King ext. 7317. Cut off date 10.1.77.

Laboratory Ware Exhibition 23-29 October 1977. Sponsored by British Laboratory Ware Association (Mrs J. D. Marich, 01-947 5733). FPB contact R. King ext. 7317. Cut off date 11.2.77.

2nd Electro-Optics and Laser Equipment Exhibition 8-12 November 1977. Sponsored by Sira Institute (W. A. Seatherton 01-467 2636). FPB contact S. F. Morris ext. 360. Cut off date 14.1.77.

Building Materials Exhibition 29 November-3 December 1977. Sponsored by Building Centre Group (D. Clayton, 01-637 1022). FPB contact S. F. Morris ext. 360. Cut off date 28.1.77.

Business and Reprographic Equipment Exhibition 14-18 February 1978. Sponsored by Business Equipment Trades Association (R. D'urban, 01-405 6233). FPB contact R. King ext. 7317. Cut off date 15.4.77.

Carpet Exhibition 14-18 March 1978. Sponsored by British Carpets Export Association (G. H. Davidson, 01-930 8711). FPB contact S. F. Morris ext. 360. Cut off date 20.5.77.

Plastics and Rubber Technology Exhibition 11-15 April 1978. Sponsored by British Plastics Federation (D. Brown, 01-734 2041). FPB contact R. King ext. 7317. Cut off date 17.6.77.

Aerospace Equipment Exhibition 16-20 May 1978. Sponsored by Society of British Aerospace Companies (P. Kidson, 01-834 3231). FPB contact S. F. Morris ext. 360. Cut off date 15.7.77.

Garden Equipment Exhibition 20-24 June 1978. Sponsored by Gardenex (Mrs Y. Slade, Hungerford 2532). FPB contact R. King ext. 7317. Cut off date 19.8.77.

Photographic and Audio Visual Equipment Exhibition 18-26 July 1978. Sponsored by British Photographic Export Group (R. Saunders, 89-33372). FPB contact S. F. Morris ext. 360. Cut off date 23.9.77.

Textile Exhibition 5-9 September 1978. Sponsored by National Wool Textile Export Corporation (G. Richardson, 0274-24235/6). FPB contact R. King ext. 7317. Cut off date 4.11.77.

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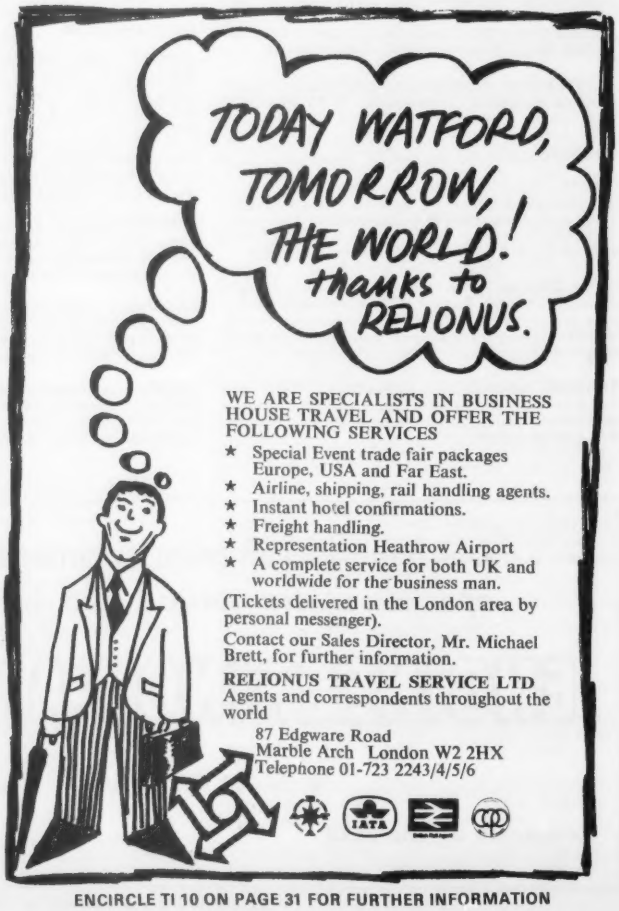

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ENCIRCLE TI 10 ON PAGE 31 FOR FURTHER INFORMATION

2 STORE PROMOTION

Where BOTB support is planned or under consideration

1977

LUXEMBOURG: 30 March-9 April 1977. Monopol store promotion, featuring clothes, furniture and foodstuffs. FPB contact Miss L. M. O'Brien ext. 7092.

JAPAN: Autumn 1977. Mitsukoshi department store promotion. (UK inquiries, Mitsukoshi (UK) Ltd, 5th Floor, Kent House, 87 Regent Street, London W1R 8NB, 01-437 6346.) FPB contact S. F. Morris ext. 360.

ISRAEL, TEL AVIV: October/November 1977. Shalom store promotion, featuring consumer goods. FPB contact C. G. N. Roberts ext. 7183.

3 MISSIONS

Where BOTB support is planned or under consideration

INWARD MISSIONS

Overseas Visitors' Bureau contact for general inquiries on inward missions: Miss G. M. Stannard, 01-248 5757 ext. 463.

ALREADY ARRANGED

Hong Kong to Tokyo, February 1977: Medical equipment. British Health-Care Export Council.

Poland, March 1977: Mining equipment. Association of British Mining Equipment Exporters (D. A. Corker 0742 21071).

Switzerland, Germany, Austria, March 1977: Children's wear. National Children's Wear Association (J. Law 01-636 1833/4).

France, March 1977: Machine tools. Machine Tools Trade Association (H. E. Wallace 01-402 6671).

South Korea, April 1977: Machine tools. Machine Tools Trade Association (H. E. Wallace 01-402 6671).

USA, April 1977: Machine tools. Machine Tools Trade Association (H. E. Wallace 01-402 6671).

West Germany, April 1977: Foodstuffs. British Food Export Council (P. C. Platten 01-480 6594/5).

Belgium: April 1977: Finance and banking. Committee of Invisible Exports (J. Frost 01-628 3161).

Spain, April 1977: Mining equipment. Association of British Mining Equipment Exporters (D. A. Corker 0742 21071).

Mauritius, May 1977: Printing equipment. British Printing Machinery Association (W. Maxwell 01-405 9610).

Western Europe, May 1977: Frozen foods. British Food Export Council (P. C. Platten 01-480 6594/5).

Yugoslavia, June 1977: Mining equipment. Association of British Mining Equipment Exporters (D. A. Corker 0742 21071).

South Africa, October 1977: Machine tools. Machine Tools Trade Association (H. E. Wallace 01-402 6671).

Sweden, October 1977: Foodstuffs. British Food Export Council (P. C. Platten 01-480 6594/5).

UNDER CONSIDERATION

Sweden: Plastics processing material. British Plastics Federation (D. Brown 734 2041).

USA: Hydraulics. Association of Hydraulic Equipment Manufacturers (J. Nosworthy 01-834 0855).

USA: Energy storage heaters. Association of Manufacturers of Domestic Electrical Appliances (K. M. Hendley 0582 411001).

South Korea: Construction equipment. Federation of Manufacturers of Construction Equipment and Cranes (D. Barrell 01-352 3020).

West Germany: Mechanical handling. BOTB, H. Sharp 01-248 5757 ext. 441.

Israel: Hospital equipment. British Health-Care Export Council.

Tunisia: Potatoes. Potato Marketing Board (A. A. Sinclair 034-225 1466).

South Africa: Construction equipment. BOTB, J. Kerslake 01-248 5757 ext. 685.

Spain: Paper converting machinery. BOTB, J. Kerslake, 01-248 5757 ext. 685.

Iran: Commodity services. Committee on Invisible Export (J. Frost 01-628 3161).

Australia: Broadcasting equipment. BOTB, Mrs Davies 01-248 5757 ext. 556).

South Africa: Audio visual aids. Industrial Council for Educational Training and Technology (J. Wright 01-437 0678).

Kuwait: Building materials. Building Centre.

Nigeria: Building materials. Building Centre.

Netherlands: Finance and banking. Committee on Invisible Exports (J. Frost 01-628 3161).

Japan: Automotive parts. Society of Motor Manufacturers and Traders (K. Wallace 01-235 7000).

West Germany: Computer software. Computer Services Association (Miss D. Kirby 01-404 2172).

West Germany: Compressors. BOTB, T. Williams 01-248 5757 ext. 7196.

Western Europe: Industrial heating equipment. Heating, Ventilation and Air Conditioning Manufacturers' Association (R. E. Ayers 01-948 2266).

East Germany: Agricultural methods. British Agricultural Export Council (C. Crosthwaite Eyre 01-245 9819).

USSR: Hospital equipment. British Health-Care Export Council.

South Africa: Construction equipment. BOTB, J. Kerslake 01-248 5757 ext. 685).

Portugal: Food processing equipment. BOTB, G. Foden 01-248 5757 ext. 7033).

West Germany: Medical disposables. BOTB, J. Kerslake 01-248 5757 ext. 685.

USSR: Agricultural methods. British Agricultural Export Council.

France: Finance and banking. Committee on Invisible Exports (J. Frost 01-628 3161).

USA: Hand tools. Federation of British Hand Tool Manufacturers.

Canada: Book publishing. Book Development Council (B. Stock 01-580 6321).

Denmark, Norway, Sweden, Finland: Textiles. BOTB, Mrs Davies 01-248 5757 ext. 566.

South Korea: Textile machinery. British Textile Machinery Association (T. Smallwood, 061-834 2991).

Gabon: Communications equipment. Electronic Engineering Association (P. G. Wigney 01-437 0678).

USSR: Textile machinery. British Textile Machinery Association (R. E. France 061-834 2991).

OUTWARD MISSIONS

Africa

1977

South Africa 6-27 February 1977. Federation of Sussex Industries (Mrs N. Potter, Brighton 26282/5). FPB contact S. J. Seaman ext. 571. Cut off date passed.

South Africa 12 February-5 March 1977. British Printing Machinery Association (W. Maxwell, 01-405 9610). FPB contact S. J. Seaman ext. 571. Cut off date passed.

Canary Islands, Senegal, Liberia and Ivory Coast 20 February-5 March 1977. Birmingham Chamber of Industry and Commerce (T. L. Edgar, 021-456 6171). FPB contact Miss L. M. O'Brien ext. 7092. Cut off date passed.

South Africa 26 February-18 March 1977. Walsall Chamber of Commerce (N. E. Turner, Walsall 25671). FPB contact S. J. Seaman ext. 571. Cut off date passed.

Nigeria 1-12 March 1977. Birmingham Engineering and Building Centre (D. Perkins, 021-643 1914). FPB contact Miss H. Goldberg ext. 325. Cut off date passed.

Nigeria 14-25 March 1977. British Hand Tool Manufacturers (Mr Eccles, Sheffield 663084). FPB contact Miss H. Goldberg ext. 325. Cut off date passed.

South Africa 20 March-9 April 1977. Slough and District Chamber of Commerce (J. Peck, Slough 33633). FPB contact S. J. Seaman ext. 571. Cut off date passed.

South Africa 17 April-4 May 1977. Scottish Council Development and Industry (D. S. Reid, 031-225 7911). FPB contact S. J. Seaman ext. 571. Cut off date passed.

Nigeria 18-29 April 1977. Bristol Chamber of Commerce (Mrs B. Childs, Bristol 37081). FPB contact Miss H. Goldberg ext. 325. Cut off date passed.

Ghana, Sierra Leone 24 April-4 May 1977. Leicester and County Chamber of Commerce and Industry (H. L. Milliard, Leicester 27171). FPB contact Miss L. M. O'Brien ext. 7092. Cut off date passed.

South Africa 30 April-21 May 1977. Sheffield Chamber of Commerce (J. S. Hambridge, Sheffield 730114). FPB contact S. J. Seaman ext. 571. Cut off date passed.

South Africa 8-21 May 1977. Agricultural Engineers' Association (D. G. O'Neill, 01-828 7973-6). FPB contact S. J. Seaman ext. 571. Cut off date passed.

Nigeria 9-20 May 1977. Glasgow Chamber of Commerce (M. Neil, 041-204 2121). FPB contact Miss H. Goldberg ext. 325. Cut off date passed.

South Africa 21 May-4 June 1977. Ship and Boat Builders' Federation (A. D. H. Hough, 01-405 7481). FPB contact S. J. Seaman ext. 571. Cut off date passed.

South Africa 4-24 June 1977. Luton, Dunstable and District Chamber of Commerce (H. H. Gore, Luton 23456-7). FPB contact S. J. Seaman ext. 571. Cut off date passed.

South Africa 1-16 July 1977. Glasgow Chamber of Commerce (M. Neil, 041-204 2121). FPB contact S. J. Seaman ext. 571. Cut off date passed.

South Africa: 24 July-14 August 1977. Manchester Chamber of Commerce (D. M. Arrendale, 061-832 5574). FPB contact S. J. Seaman ext. 571. Cut off date 7.3.77.

Nigeria 1-12 August 1977. Business Equipment Trade Association (R. D. D'Urban, 01-405 6233). FPB contact Miss H. Goldberg ext. 325. Cut off date 1.3.77.

South Africa 3-17 September 1977. Birmingham Engineering and Building Centre (D. W. Perkins, 021-643 1914). FPB contact S. J. Seaman ext. 571. Cut off date 4.4.77.

Nigeria 5-16 September 1977. Export Council for the Jewellery and Giftware Industries (J. McConnell, 01-606 2451). FPB contact Miss H. Goldberg ext. 325. Cut off date 1.6.77.

South Africa 18 September-2 October 1977. Birmingham Chamber of Industry and Commerce (G. Ashmore, 021-454 6171). FPB contact S. J. Seaman ext. 571. Cut off date 18.6.77.

3 MISSIONS
Where BOTB support is planned or under consideration

Nigeria 17-28 October 1977. British Plastics Federation (D. Brown, 01-734 2041). FPB contact Miss H. Goldberg ext. 325. Cut off date 13.5.77.

Sudan, Kenya, Tanzania, Mauritius 17 October-1 November 1977. Birmingham Chamber of Commerce (T. L Edgar, 021-454 6171). FPB contact Miss L. M. O'Brien ext. 7092. Cut off date 16.5.77.

South Africa 22 October-5 November 1977. Dundee and Tayside Chamber of Commerce (C. W. Simms, Dundee 22122). FPB contact S. J. Seaman ext. 571. Cut off date 23.7.77.

South Africa 5-19 November 1977. Engineering Industries Association. (Col. R. E. Scott, MBE, MC, 01-863 9188). FPB contact S. J. Seaman ext. 571. Cut off date 5.8.77.

Nigeria 21 November-2 December 1977. Manchester Chamber of Commerce (D. M. Arrandale, 061-832 5574). FPB contact Miss H. Goldberg ext. 325. Cut off date 21.6.77.

1978

Ghana, Ivory Coast, Zaire 13-24 February 1978. Lighting Industry Federation Ltd (D. Pinder, 01-636 0766). FPB contact Miss L. M. O'Brien ext. 7092. Cut off date 18.9.77.

Americas, including the Caribbean

1977

USA 12-22 February 1977. British Food Export Council (P. Platten, 01-480 6594). FPB contact M. J. Low ext. 7204. Cut off date passed.

USA, Canada 19 February-2 March 1977. London Chamber of Commerce (A. J. Patching, 01-248 4444). FPB contact J. W. Coupar ext. 7242. Cut off date passed.

Canada 25 February-5 March 1977. Scottish Development Agency (W. R. V. Percy, 031-343 1911). FPB contact M. J. Low ext. 7204. Cut off date passed.

USA, Canada 4-18 March 1977. Society of Motor Manufacturers and Traders Ltd. (W. Cottrell, 235-7000). FPB contact Miss F. Cooleen ext. 7097. Cut off date passed.

USA, Canada 7-19 March 1977. Scottish Council Development and Industry (J. D. Anderson, 031-225 7911). FPB contact J. E. Henderson ext. 318. Cut off date passed.

USA 7-14 March 1977. Manchester Chamber of Commerce (E. Tomlinson, 061-832 5574). FPB contact M. J. Low ext. 7204. Cut off date passed.

Brazil 7-18 March 1977. Merseyside Chamber of Commerce (C. P. Mercier, 051-227 1234). FPB contact Ms A. V. Woodward ext. 7011. Cut off date passed.

USA 12-25 March 1977. North of England Development Council (A. Wilson, Stockton-on-Tees 612525). FPB contact J. W. Coupar ext. 7242. Cut off date passed.

Brazil 18-25 March 1977. Development Corporation for Wales (M. Lewis, Cardiff 21208). FPB contact Ms A. V. Woodward ext. 7011. Cut off date passed.

Caribbean 20 March-1 April 1977. West India Committee (Miss L. Boyd, 01-629 6353). FPB contact J. Henderson ext. 318. Cut off date passed.

Peru 15-23 April 1977. Birmingham Chamber of Industry and Commerce (T. A. Jackson, 021-454 6171). FPB contact Ms A. V. Woodward ext. 7011. Cut off date passed.

USA 16-30 April 1977. National Building and Allied Hardware Manufacturers' Federation (Mrs P. Perks, 021-454 2177). FPB contact M. D. Seymour ext. 265. Cut off date passed.

Canada (Western) 18-29 April 1977. North of England Development Council (A. Wilson, Stockton-on-Tees 612525). FPB contact J. E. Henderson ext. 318. Cut off date passed.

USA, Canada 25 April-8 May 1977. Westminster Chamber of Commerce (E. V. Notcutt, 01-734 2851). FPB contact M. J. Low ext. 7204. Cut off date passed.

USA (Houston) 28 April-7 May 1977. Association of British Oceanic Industries (M. Armstrong, 01-930 1696). FPB contact M. D. Seymour ext. 265. Cut off date passed.

USA (Houston) 28 April-7 May 1977. London Chamber of Commerce (A. J. Patching, 01-248 4444). FPB contact M. D. Seymour ext. 265. Cut off date passed.

Brazil 3-14 May 1977 Birmingham Chamber of Industry and Commerce (R. Grier, 021-454 6171). FPB contact Ms A. V. Woodward ext. 7011. Cut off date passed.

USA 7-14 May 1977. Birmingham Chamber of Industry and Commerce (R. Grier, 021-454 6171). FPB contact J. E. Henderson ext. 318. Cut off date passed.

USA 7-21 May 1977. Coventry Chamber of Commerce (I. Moulson, Coventry 51777). FPB contact M. D. Seymour ext 265. Cut off date passed.

USA, Canada 9-23 May 1977. Bristol Chamber of Commerce (Mrs B. Childs, Bristol 37081). FPB contact J. W. Coupar ext. 7242. Cut off date passed.

Brazil 16-27 May 1977. Manchester Chamber of Commerce (S. Butler, 061-832 5574). FPB contact Ms A. V. Woodward ext. 7011. Cut off date passed.

USA 18-31 May 1977. British Jewellery and Giftware Federation (J. W. F. McConnell, 01-602 2451). FPB contact M. J. Low ext. 7204. Cut off date passed.

Canada (Western) 22 May-1 June 1977. London Chamber of Commerce (A. J. Patching, 01-248 4444). FPB contact M. D. Seymour ext. 265. Cut off date passed.

Venezuela 23 May-1 June 1977. Association of Hydraulic Equipment Manufacturers (J. F. Nosworthy, 01-834 0855). FPB contact Ms A. V. Woodward ext. 7011. Cut off date 14.2.77.

Brazil 12-24 June 1977. Scottish Council for Development and Industry (Miss M. Bell, 031-225 7911). FPB contact Ms A. V. Woodward ext. 7011. Cut off date 28.2.77.

Canada (Montreal, Toronto, Vancouver, Calgary, Edmonton) 13-24 June 1977. Cardiff Chamber of Commerce (R. C. Smale, 0222-21648). FPB contact J. W. Coupar ext. 7242. Cut off date passed.

Brazil 20 June-1 July 1977. British Health-Care Export Council (J. Harris, 01-262 2641). FPB contact Ms A. V. Woodward ext. 7011. Cut off date 18.3.77.

Brazil, Venezuela 4-22 July 1977. Engineering Industries Association (Miss V. A. How, 01-863 9188). FPB contact Ms A. V. Woodward ext. 7091. Cut off date passed.

Canada, USA 10-21 July 1977. British Food Export Council (I. Harrison, 01-480 6594). FPB contact M. J. Low ext. 7204. Cut off date 11.2.77.

Mexico 8-19 July 1977. British Plastics Federation (D. Brown, 01-734 2041). FPB contact Ms A. V. Woodward ext. 7011. Cut off date passed.

Brazil August 1977. Dundee and Tayside Chamber of Commerce (Oil-related mission) (Mr J. Aitken, 0382-22122). FPB contact Ms A. V. Woodward ext. 7011. Cut off date 16.3.77.

Peru, Ecuador, Venezuela 11-30 September 1977. Coventry Chamber of Commerce (I. Moulson, Coventry 51777). FPB contact Ms A. V. Woodward ext. 7011. Cut off date 4.4.77.

Mexico 17-24 September 1977. Birmingham Chamber of Commerce (R. Grier, 021-454 6171). FPB contact Ms A. V. Woodward ext. 7011. Cut off date 17.6.77.

Venezuela 3-14 October 1977. London Chamber of Commerce and Industry (J. N. Worsley, 01-248 4444). FPB contact Ms A. V. Woodward ext. 7011. Cut off date 3.5.77.

Brazil 3-14 October 1977. British Plastics Federation (D. Brown, 01-734 2041). FPB contact Ms A. V. Woodward ext. 7011. Cut off date 3.5.77.

Mexico 4-23 October 1977. Scottish Council Development and Industry (Miss M. Bell, 031-225 7911). FPB contact Ms A. V. Woodward ext. 7011. Cut off date 23.7.77.

Brazil, Venezuela 15-29 October 1977. Birmingham Engineering and Building Centre (D. W. Perkins, 021-643 1914). FPB contact Ms A. V. Woodward ext. 7011. Cut off date 15.7.77.

USA 16-30 October 1977. Coventry Chamber of Commerce (I. Moulson, Coventry 51777). FPB contact J. E. Henderson ext. 318. Cut off date 16.5.77.

Venezuela, Surinam 30 October-11 November 1977. Export Association of Nottingham (Mrs B. Paling, Nottingham 293360). FPB contact Ms A. J. Woodward ext. 7011. Cut off date 31.5.77.

Brazil 7-18 November 1977. Walsall Chamber of Commerce (N. E. Turner, Walsall 25671). FPB contact Ms A. V. Woodward ext. 7011. Cut off date 1.5.77.

1978

Brazil, Venezuela 20 February-13 March 1978. Westminster Chamber of Commerce (E. V. Notcutt, 01-734 2851). FPB contact Ms A. V. Woodward ext. 7011. Cut off date 1.10.77.

Brazil 14-25 March 1978. Gauge and Toolmakers' Association (T. E. Williams, High Wycombe 444 645). FPB contact Ms A. V. Woodward ext. 7011. Cut off date 14.10.77.

Venezuela 1-15 September 1978. Merseyside Chamber of Commerce (P. H. Hordley, 051-227 1234). FPB contact Ms A. V. Woodward ext. 7011. Cut off date 31 3.78.

Mexico 18-30 September 1978. North of England Development Council (A. Wilson, Stockton-on-Tees 612525). FPB contact Ms A. V. Woodward ext. 7011. Cut off date 30.4.78.

Asia (Far East)

1977

India, Pakistan 4-19 February 1977. Birmingham Chamber of Commerce and Industry. (S. Sperryn, 021-454 6171). FPB contact P. A. Greig ext. 7099. Cut off date passed.

Hong Kong, Japan 8-23 February 1977. The Scottish Council for Development and Industry (D. S. Reid, 031-225 7911). FPB contact S. F. Morris ext. 360. Cut off date passed.

Japan 12-26 March 1977. Merchant Converters' Association (R. J. Townley, 01-637 3434). FPB contact R. King ext. 7317. Cut off date passed.

Hong Kong, Japan (Hong Kong 15-19 March; Japan 21 March-2 April) 15 March-2 April 1977. Westminster Chamber of Commerce (J. Turner, 01-734 2851). FPB contact S. F. Morris ext. 360. Cut off date passed.

Korea Republic of South Korea 18 March-2 April 1977. Engineering Industries Associations (R. E. Scott, 01-863 9188). FPB contact R. King ext. 7317). Cut off date passed.

Japan 28 March-9 April 1977. Ship and Boat Builders' National Federation (D. Hough, 01-405 7481). FPB contact R. King ext. 7317. Cut off date passed.

Singapore, Malaysia 1-16 April 1977. Wolverhampton Chamber of Commerce (C. J. Carder, Wolverhampton 26726). FPB contact P. A. Greig ext. 7099. Cut off date passed.

Singapore, Indonesia 15-30 April 1977. Birmingham Chamber of Industry and Commerce (C. Harvey, 021-454 6171). FPB contact P. A. Greig ext. 7099. Cut off date passed.

Japan 18-30 April 1977. British Carpet Manufacturers' Association (G. H. Davidson, 01-930 8711). FPB contact S. F. Morris ext. 360. Cut off date passed.

Japan 4-19 May 1977. Society of Motor Manufacturers and Traders (K. Wallis, 01-235 7000). FPB contact R. King ext. 7317. Cut off date passed.

Singapore, Philippines, Hong Kong 7-29 May 1977. Engineering Industries Association (Col R. E. Scott, 01-863 9188). FPB contact P. A. Greig ext. 7099. Cut off date passed.

Japan 9-21 May 1977. North of England Development Council (A. Wilson, Stockton-on-Tees 612525). FPB contact S. F. Morris ext. 360. Cut off date passed.

FPB contact

Names and telephone extensions are given against each item for the contact at Fairs and Promotions Branch, Department of Trade, Hillgate House, 26 Old Bailey, London EC4M 7HU.

01-248 5757

Hong Kong, Japan (Hong Kong 15-20 May; Japan 21-31 May) 15-31 May 1977. British Food Export Council (R. Woodruff, 01-480 6594). FPB contact R. King ext. 7317. Cut off date passed.

Japan 6-18 June 1977. Dundee and Tayside Chamber of Commerce and Industry (C. W. Simms, Dundee 22122). FPB contact S. F. Morris ext. 360. Cut off date passed.

Singapore, Malaysia 10-22 June 1977. Scottish Council Development and Industry (J. D. Anderson, 031-225 7911). FPB contact P. A. Greig ext. 7099. Cut off date passed.

Hong Kong, Indonesia, Thailand 10 June-2 July 1977. Birmingham Engineering and Building Centre (D. W. Perkins, 021-643 1914). FPB contact P. A. Greig ext. 7099. Cut off date passed.

Thailand, Malaysia 13-24 June 1977. London Chamber of Commerce and Industry (E. MacDonald, 01-248 4444). FPB contact P. A. Greig ext. 7099. Cut off date passed.

Korea Republic of South Korea 9-21 September 1977. Scottish Council Development and Industry (D. S. Reid, 031-225 7911). FPB contact R. King ext. 7317. Cut off date 14.4.77.

Hong Kong, Singapore, Malaysia 12-30 September 1977. Leed's Chamber of Commerce and Industry (C. Wilson, Leeds 30491). FPB contact P. A. Greig ext. 7099. Cut off date 12.4.77.

Indonesia 7-19 October 1977. The Merseyside Chamber of Commerce and Industry (P. H. Hordley, 051-227 1234). FPB contact P. A. Greig ext. 7099. Cut off date 6.5.77.

Korea 14-27 October 1977. North of England Development Council (Contact A. Wilson, 0642 612525). FPB contact R. King ext. 7317. Cut off date 16.5.77.

Singapore, Kuala Lumpur, Indonesia, Thailand, Philippines October 1977. British Food Export Council (Major General I. F. Harrison, 01-480 6594/5). FPB contact P. A. Greig ext. 7099. Cut off date May 1977.

Singapore, Malaysia 4-18 November 1977. Society of Motor Manufacturers and Traders (K. Wallis, 01-235 7000). FPB contact P. A. Greig ext. 7099. Cut off date 3.6.77.

Asia (Middle East)

1977

Kuwait, Bahrain, Qatar, Abu Dhabi, Dubai, Sharjah 4-18 February 1977. Ship and Boat Builders' Federation (A. D. H. Hough, 01-405 7481). FPB contact P. G. H. Robinson ext. 7314. Cut off date passed.

Saudi Arabia, Abu Dhabi, Dubai, Kuwait 4-25 February 1977. Northern Ireland Chamber of Commerce (J. B. Walker, Belfast 34488). FPB contact P. G. H. Robinson ext. 7314. Cut off date passed.

Libya 8-17 February 1977. London Chamber of Commerce (J. Muir, 01-248 4444). FPB contact G. A. Casburn ext. 602. Cut off date passed.

Iran 19-24 February 1977. Dundee and Tayside Chamber of Commerce and Industry (C. W. Simms, Dundee 22122). FPB contact G. A. Casburn ext. 602. Cut off date passed.

Saudi Arabia 20 February-6 March 1977. North of England Development Council (A. Wilson, Newcastle upon Tyne 610026). FPB contact P. G. H. Robinson ext. 7314. Cut off date passed.

Kuwait and Gulf 25 February-1 March 1977. British Knitting Export Council (A. Bicknell, 01-734 6277). FPB contact P. G. H. Robinson ext. 7314. Cut off date passed.

Kuwait, Bahrain, Abu Dhabi, Dubai, Oman, Qatar 4-24 March 1977. South Wales Exporters' Club (H. C. Blanch, Caerphilly 885701). FPB contact P. G. H. Robinson ext. 7314. Cut off date passed.

Egypt, Bahrain 17-31 March 1977. Engineering Industries Association (Col R. E. Scott, 01-863 9188). FPB contact P. G. H. Robinson ext. 7314. Cut off date passed.

Saudi Arabia 17 March-7 April 1977. Building Materials Export Group (Miss J. Tomlinson, 01-636 6920). FPB contact P. G. H. Robinson ext. 7314. Cut off date passed.

Bahrain, Abu Dhabi, Dubai, Oman 18 April-2 May 1977. Coventry Chamber of Commerce (I. Moulson, Coventry 51777). FPB contact P. G. H. Robinson ext. 7314. Cut off date passed.

Saudi Arabia 24 April-5 May 1977. Merseyside Chamber of Commerce and Industry (P. Hordley, 051-227 1234). FPB contact P. G. H. Robinson ext. 7314. Cut off date passed.

Israel 26 April-2 May 1977. Book Development Council (M. L. Rowland, 01-580 6321). FPB contact Miss H. Goldberg ext. 325. Cut off date passed.

Jordan, Syria 7-19 May 1977. London Chamber of Commerce (D. L. Price, 01-248 4444). FPB contact G. A. Casburn ext. 602. Cut off date passed.

Israel 8-14 May 1977. Birmingham Chamber of Industry and Commerce (G. Ashmore, 021-454 6171). FPB contact Miss H. Goldberg ext. 325. Cut off date passed.

Iran, Kuwait, Bahrain, Saudi Arabia 8-27 May 1977. British Food Export Council (I. S. Harrison, 01-480 6594). FPB contact G. A. Casburn ext. 602. Cut off date passed.

Israel 3-11 June 1977. Merseyside Chamber of Commerce and Industry (P. H. Hordley, 051-227 1234). FPB contact Miss H. Goldberg ext. 325. Cut off date 1.3.77.

Iran 26 August-5 September 1977. London Chamber of Commerce and Industry (D. L. Price, 01-248 4444). FPB contact G. A. Casburn ext. 602. Cut off date 1.4.77.

Saudi Arabia, Kuwait 24 September-9 October 1977. Coventry Chamber of Commerce (I. Moulson, Coventry 51777). FPB contact P. G. H. Robinson ext. 7314. Cut off date 25.4.77.

Bahrain, Qatar, Abu Dhabi, Dubai, Oman, Kuwait 1-25 October 1977. Bradford Chamber of Commerce (M. A. Sewell, Bradford 28166). FPB contact P. G. H. Robinson ext. 7314. Cut off date 2.5.77.

Iran 7-14 October 1977. North Western Export Club (H. Robertshaw, 061-707 2190). FPB contact G. A. Casburn ext. 602. Cut off date 6.5.77.

Israel 15-26 October 1977. London Chamber of Commerce (Mrs M. Yelland, 01-248 4444). FPB contact Miss H. Goldberg ext. 325. Cut off date 15.5.77.

Bahrain, Abu Dhabi, Dubai, Qatar, Oman, Kuwait 16 October-11 November 1977. North of England Development Council (A. Wilson, Stockton 610026). FPB contact G. A. Casburn ext. 602. Cut off date 27.5.77.

Kuwait, Bahrain, Abu Dhabi, Dubai, Oman, Qatar 28 October-19 November 1977. Slough Chamber of Commerce (J. Peck, Slough 33033). FPB contact P. G. H. Robinson ext. 7314. Cut off date 27.5.77.

Saudi Arabia 2-14 December 1977. Birmingham Chamber of Industry and Commerce (G. Ashmore, 021-454 6171). FPB contact P. G. H. Robinson ext. 7314. Cut off date 1.7.77.

Dubai, Abu Dhabi, Kuwait, Saudi Arabia 2-22 December 1977. Bristol Chamber of Commerce (Mrs B. Childs, Bristol 37081). FPB contact P. G. H. Robinson ext. 7314. Cut off date 1.7.77.

Iran 3-13 December 1977. Westminster Chamber of Commerce (E. V. Notcutt, 01-734 2851). FPB contact G. A. Casburn ext. 602. Cut off date 8.7.77.

Australasia

1977

Australia, New Zealand 5-26 February 1977. Luton, Dunstable and District Chamber of Commerce (H. H. Gore, Luton 23456-7). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

Australia, New Zealand 21 February-14 March 1977. North Staffordshire Chamber of Commerce and Industry (Mr. Glover, Stoke-on-Trent 44731). FPB contact Mrs W. M. MacIver ext. 663. Cut off date passed.

Australia 1-12 March 1977. British Food Export Council (I. S. Harrison, 01-480 6594). FPB contact Mrs W. M. MacIver ext. 663. Cut off date passed.

Australia, New Zealand 6-31 March 1977. Bristol Chamber of Commerce (Mrs B. Childs, Bristol 37081). FPB contact Mrs W. M. MacIver ext. 663. Cut off date passed.

Australia 10-26 March 1977. Birmingham Chamber of Industry and Commerce (G. Ashmore, 021-454 6171). FPB contact Mrs W. M. MacIver ext. 663. Cut off date passed.

Australia, New Zealand 16 April-7 May 1977. Scottish Development Agency (W. R. V. Percy, 031-225 2846-7). FPB contact Mrs W. M. MacIver ext. 663. Cut off date passed.

Australia, New Zealand 23 April-12 May 1977. Manchester Chamber of Commerce and Industry (Mr Arrandale, 061-832 5574). FPB contact Mrs. W. M. MacIver ext. 663. Cut off date passed.

Australia 16 April-7May 1977. South East Hampshire Chamber of Commerce and Industry (R. J. C. Holding, Portsmouth 25351). FPB contact Mrs W. M. MacIver ext. 663. Cut off date passed.

Australia, New Zealand 14 May-4 June 1977. Northern Ireland Chamber of Commerce (W. C. S. Wilson, Belfast 34488). FPB contact Mrs MacIver ext. 663. Cut off date passed.

New Zealand, Australia 28 May-18 June 1977. City of Westminster Chamber of Commerce (J. B. Turner, 01-734 2851). FPB contact Mrs W. M. MacIver ext. 663. Cut off date passed.

Australia 5-19 July 1977. British Photographic Export Group (J. Thorpe, Uxbridge 33372). FPB contact Mrs W. M. MacIver ext. 663. Cut off date passed.

Australia 11-25 June 1977. Book Development Council (M. Ballard, 01-580 6321). FPB contact Mrs. W. M. MacIver ext. 663. Cut off date passed.

New Zealand, Australia 25 July-13 August 1977. Engineering Industries Association (Col R. E. Scott, 01-863 9188). FPB contact Mrs W. M. MacIver ext. 663. Cut off date February 1977.

Australia, New Zealand July-August 1977. Development Corporation for Wales (Meirian Lewis, Cardiff 21208). FPB contact Mrs W. M. MacIver ext. 663. Cut off date February 1977.

Australia July 1977. The Association of Hydraulic Equipment Manufacturers Ltd. (J. H. Brain, 01-834 0855). FPB contact Mrs W. M. MacIver ext. 663. Cut off date 28.2.77.

Australia, New Zealand 19 August-9 September 1977. Society of Motor Manufacturers and Traders (K. Wallis, 01-235 7000). FPB contact Mrs W. M. MacIver ext. 663. Cut off date March 1977.

Australia, New Zealand 11 September-9 October 1977. Merchant Converters' Association (R. S. Townley, 01-637 3434). FPB contact Mrs W. M. MacIver ext. 663. Cut off date 12.4.77.

Australia, New Zealand 8-29 October 1977. British Ceramic Plant and Machinery Manufacturers' Association (Mr Hench, Sunbury 83280). FPB contact Mrs. W. M. MacIver ext. 663. Cut off date 6.5.77.

Australia, New Zealand 28 October-20 November 1977. Coventry Chamber of Commerce (Mr Moulson, Coventry 51777). FPB contact Mrs W. M. MacIver ext. 663. Cut off date 28.5.77.

New Zealand 3-15 November 1977. Birmingham Chamber of Industry and Commerce (G. Ashmore, 021-454 6171). FPB contact Mrs W. M. MacIver ext. 663. Cut off date 3.6.77.

Australia 3-24 November 1977. Lighting Industry Federation (D. Pinder, 01-636 0766). FPB contact Mrs W. M. MacIver ext. 663. Cut off date 3.6.77.

Australia, New Zealand 12 November-3 December 1977. Birmingham Engineering and Building Centre (D. W. Perkins, 021-643 1914). FPB contact Mrs W. M. MacIver ext. 663. Cut off date not yet arranged.

Europe

1977

Poland March 1977. British Metalworking Plant Makers' Association (M. C. G. Man, 01-248 1543). FPB contact M. J. Dempsey ext. 7246. Cut off date passed.

USSR 18-22 April 1977. Birmingham Chamber of Industry and Commerce (C. Harvey, 021-454 6171). FPB contact L. Devine ext. 7213. Cut off date passed.

Turkey 4-14 May 1977. London Chamber of Commerce (Mrs M. Yelland, 01-248 4444). FPB contact Miss L. M. O'Brien ext. 7092. Cut off date passed.

Greece 15-26 May 1977. London Chamber of Commerce and Industry and Birmingham Chamber of Industry and Commerce (I. MacDonald (London), 01-248 4444; S. G. Sperryn (Birmingham), 021-454 6171). FPB contact Miss L. M. O'Brien ext. 7092. Cut off date passed.

USSR 20-26 June 1977. Glasgow Chamber of Commerce (M. Neil, 041-204 2121). FPB contact L. Devine, ext. 7213. Cut off date 20.2.77.

USSR 18-23 September 1977. Leicester and County Chamber of Commerce (H. L. Milliard, 0533 27171). FPB contact L. Devine ext. 7213. Cut off date 22.4.77.

USSR 22-28 October 1977. The Scottish Council Development and Industry (D. S. Reid, 031-225 7911). FPB contact L. Devine ext. 7213. Cut off date 24.5.77.

African Fisheries

Men's and Boys' Wear

Welding

Laundry & Dry Cleaning

Brewing

Brighter Homes Exhibition
Consumer Goods

Electronic Instruments

Men's and Boys' Wear

Electronics

Mechanical Handling

Printing

British Industrial Exhibition
Overseas Exhibitions

Packaging

World Fishing

Electronic Components

Plastics and Rubber

Pneumatics & Hydraulics

Offshore Oil

Laboratory Ware & Instrumentation

Hevac 78
Heating, Ventilating & Air Conditioning

Consumer Goods

Baking

Hotels and Catering

ENCIRCLE TI 4 ON PAGE 31 FOR FURTHER INFORMATION

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4

OTHER OVERSEAS FAIRS

Events listed in section 1 are not included in section 4.

Inquiries

Requests for information about trade fair costs and conditions should be made to the organisers or their UK agents. For general inquiries, contact the Department of Trade's Fairs and Promotions Branch, Hillgate House, 26 Old Bailey, London EC4M 7HU (01-248 5757).

* Event held annually at approximately the time stated.
† Event held in alternate years at approximately the time stated.

EUROPEAN FAIRS

General

1977

UTRECHT: International Spring Fair. 6-10 March 1977 * Apply Exhibition Consultants Ltd, 11 Manchester Square, London, W1 (01-486 1951).

VIENNA: International Trade Fair (Spring). 9-13 March 1977. * Apply The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London, SW7 (01-584 6938).

METZ: International Spring Fair (Expometz). 12-20 March 1977. Apply Sam Black Organisation, Scotswood House 50 Pine Grove, Totteridge, London N20 8LA (01-445 5256).

MARSEILLES: International Spring Fair. 18-28 March 1977. Apply Mr Poggioll, President directeur général parc Chanot, 13266 Marseille Cedex 2 (54 15 60).

LYON: International Trade Fair. 26 March-4 April 1977. Apply Harrison Associates, 5 East Street, Rusper, Nr. Horsham, Sussex.

MILAN: International Samples Fair. 14-23 April 1977. * Apply E. A. Fiera, Internazionale Milano, Largo Domodossola, 1-20145 Milano.

LILLE: International Trade Fair. 15-25 April 1977. Apply Mr Bouchery president, Grand-Palais, 59022 Lille, Cedex (53 99 60).

SAARBRUCKEN: International Saar Fair. 16-24 April 1977. * Apply Internationale Saarmesse, 66 Saarbrücken, Messegelände ((0681) 5.30.56).

ZAGREB: International Spring Fair. 18-24 April 1977. Apply R. D. Sherman, ECL (Exhibition Agencies) Ltd, 11 Manchester Square, London W1M 5AB (01-486 1951).

BASLE: Swiss Industries Fair. 23 April-2 May 1977. Apply Schweizer Mustermesse. 4021 Basle (061/26 20 20).

GRAZ: Spring Fair. 30 April-8 May 1977. * Apply The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (01-584 6938).

PARIS: International Trade Fair (Foire de Paris). 30 April-15 May 1977. Apply Organisers, 7 rue Copernic, 75782 Cedex 16 (553 86 30 or 704 20 71).

VALENCIA: International Trade Fair. May 1977. Apply Feria Muestrario Internacional, Apartado 476, Valencia, Spain.

BUCHAREST: International Spring Fair (Tibco). 7-15 May 1977. Apply The Exhibitions Centre, Piata Scinteii 1, Bucharest, Romania (18.31.83. Telex 011108 TIB R).

BARCELONA: Trade Fair. 1-10 June 1977. Apply Feria International de Barcelona, Avda Maria Cristina S/N, Barcelona 4 (223 31 01).

NICOSIA: Cyprus International (State) Fair. 21 May-12 June 1977. Apply Mr Stavros Christou, General Manager, Cyprus State Fairs Authority, PO Box 3551, Makedonitissa Area, Nicosia, Cyprus.

PADUA: International Padua Fair. 27 May-5 June 1977. * Apply E. A. Fiera Internazionale Di Padova, via N. Tommaseo, 59-1-35100 Padova ((049) 38.620).

METZ: International Industrial Goods Exhibition (Equipex). 15-18 June 1977. Apply Sam Black Organisation, Scotswood House, 50 Pine Grove, Totteridge, London N20 8LA (01-445 5256).

BILBAO: International Trade Fair. July 1977. Apply Feria Internacional De Mustras De Bilbao, Plaza De Pedroma, De Basterrechea, 2 Apartado 468, Bilbao 13.

MALMO: 59th International Trade Fair Skanemassan). 19-28 August 1977. Apply Stiftelsen Skanemassan, Malmo Exhibition Halls Box 19015, 20073 Malmo 19, Sweden. (040 80030; Telex 32256).

ISMIR: International Trade Fair. August-September 1977. * Apply British Chamber of Commerce of Turkey, 69 Cannon Street, London, E.C.4 (01-248 4444).

UTRECHT: International Autumn Trade Fair. September 1977. * Apply Exhibition Consultants Ltd, 11 Manchester Square, London, W.1 (01-486 1951).

BARI: International Levant Fair. 9-19 September 1977. * Apply E. A. Fiera Del Levant, 70123 Bari, Italy.

STRASBOURG: International Trade Fair. 1-12 September 1977. Apply M. le President, Palais des Expositions, 67000 Strasbourg Wacken (36 11 90).

SALONIKA: International Trade Fair. 4-18 September 1977. Apply Foire Internationale De Thessaloniki Salonika, Greece (71 823).

VIENNA: International Trade Fair (Autumn). 7-11 September 1977. * Apply The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (01-584 6938).

ZAGREB: International Autumn Fair. 9-18 September 1977. Apply R. D Sherman ECL (Exhibition Agencies) Ltd, 11 Manchester Square, London W1M 5AB (01-486 1951).

DIEPPE: Franco-British Trade Fair. 10-18 September 1977. Apply Federation of Sussex Industries, Seven Dials Corner, Brighton, Sussex.

BUDAPEST: International Autumn Fair – Specialised Fair of Consumer Goods. 16-25 September 1977. Apply Hungexpo H-1441, Budapest, PO Box 44 Hungary.

MARSEILLES: International Autumn Fair. 23 September-3 October 1977. Apply Mr Poggioll président directeur général parc Chanot, 13266 Marseille, Cedex 2 (54 15 60).

GRAZ: Autumn Fair. 1-9 October 1977. * Apply The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (01-584 6938).

METZ: International Autumn Fair (Expofim). 1-10 October 1977. Apply Sam Black Organisation, Scotswood House, 50 Pine Grove, Totteridge, London N20 8LA (01-445 5256).

ZAGREB: New Year's Fair. 17-29 December 1977. Apply R. D. Sherman, ECL (Exhibition Agencies) Ltd, 11 Manchester Square, London W1M 5AB (01-486 1951).

1978

UTRECHT: International Trade Fair (Spring). March 1978. * Apply Exhibition Consultants Ltd, 11 Manchester Square, London, W.1 (01-486 1951).

VIENNA: International Trade Fair (Spring). March 1978. * Apply The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London, S.W.7 (01-584 6938).

LYON: International Trade Fair. March 1978. Apply Harrison Associates, 5 East Street, Rusper, Nr. Horsham, Sussex.

MARSEILLES: International Spring Fair. March 1978. Apply Mr Poggioll, président directeur général parc Chanot, 13266 Marseille, Cedex 2 (54 15 60).

METZ: International Spring Fair (Expometz). March 1978. Apply Sam Black Organisation Ltd. Scotswood House, 50 Pine Grove, Totteridge, London N20 8LA (01-445 5256).

MILAN: International Samples Fair. 14-23 April 1978. * Apply E. A. Fiera Internazionale Milano, Largo Domodossola, 1-20145 Milano.

LILLE: International Trade Fair. April 1978. Apply Mr Bouchery, president, Grand-Palais, 59022 Lille, Cedex (53 99 60).

SAARBRUCKEN: International Saar Fair. April 1978. * Apply Internationale Saarmesse, 66 Saarbrücken, Messegelände (0681 5.30.56).

BASLE: Swiss Industries Fair. 15-24 April 1978. Apply Schweizer Mustermesse, 4021 Basle (061/26 20 20).

GRAZ: Spring Fair. 29 April-7 May 1978. * Apply The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (01-584 6938).

BORDEAUX: International Trade Fair. May 1978. Apply Mr Moliner, Directeur, Grand Parc 33030, Bordeaux (50 93 15).

PARIS: International Trade Fair (Foire de Paris). May 1978. Apply Organisers, 7 rue Copernic, 75782, Cedex 16 (553 86 30, 704 20 71).

PADUA: Padua International Fair. May/June 1978. * Apply Fiera Di Padova Campionaria Internazionale, Cap 35100, Padovca via N. Tommaseo, 59, Padova.

BARCELONA: International Trade Fair. June 1978. Apply Feria Internacional de Barcelona, Avda Maria Cristina S/N, Barcelona 4 (223 31 01).

ISMIR: International Trade Fair. August-September 1978. * Apply British Chamber of Commerce of Turkey, 69 Cannon Street, London, E.C.4 (01-248 4444).

UTRECHT: International Trade Fair (Autumn). September 1978. * Apply Exhibition Consultants Ltd, 11 Manchester Square, London, W.1 (01-486 1951).

VIENNA: International Trade Fair (Autumn). September 1978. * Apply The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER 01-584 6938).

MARSEILLES: International Autumn Fair. September 1978. Apply Mr Poggioll, president directeur general parc Chanot, 13266 Marseille, Cedex 2 (54 15 60).

SALONIKA: International Trade Fair. September 1978. * Apply Foire Internationale De Thessaloniki, Salonika, Greece (71 823).

STRASBOURG: International Trade Fair. September 1978. Apply M. le President, Palais des Expositions, 67000 Strasbourg, Wacken (36 11 90).

BERLIN: German Industries Exhibition. 16-24 September 1978. † Apply The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (01-235 0691).

METZ: International Autumn Fair (Expofim). October 1978. Apply Sam Black Organisation, Scotswood House, 40 Pine Grove, Totteridge, London N20 8LA (01-445 5256).

GRAZ: Autumn Fair. 30 September-8 October 1978. * Apply The Austrian Trade Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (01-584 6938).

DUSSELDORF: IKM – Capital Goods Exhibition for Small and Medium Sized Manufacturers, Craftsmen and Trade. 6-10 October 1978. Apply ECL (Exhibition Agencies) Ltd, 11 Manchester Square, London W1M 5AB (01-486 1951).

Agriculture, forestry, fishing and agricultural machinery

1977

PARIS: Leisure Power Cultivation Show. 6-13 March 1977. Apply Mr Jean, 24 Rue du Pont, 92523 Neuilly (758 11 10).

BORDEAUX: Triennial Fishing Exposition (Interfishing). 8-12 March 1977. Apply M. D. Berger, Exhibition Consultants Ltd, 11 Manchester Square, London, W.1 (01-486 1951).

VERONA: International Agricultural Fair. 12-20 March 1977. * Apply E. A. Fiere Di Verona, C.P.525, Verona 37100, Italy.

PARIS: Salon d'Aviculture (Poultry). 6-13 March 1977. Apply Mr Bartoloni, SIAP, 34 Rue de Lille, 75008 Paris (261 14 76).

FOGGIA: Agricultural Fair. 30 April-8 May 1977. Apply Dr Vitulli, Segreteria Generale, Fiera di Foggia, 71100 Foggia, Italy.

PLOVDIV: Agricultural Mechanisation, Machines and Equipment for the Food Industry. May/June 1977. Apply Plovdiv Fair Administration 37G Dimitrov Boulevard, Plovdiv, Bulgaria.

KLAGENFURT: Austrian Timber Fair. August 1977. * Apply The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (01-584 6938).

STUTTGART: 87th Agricultural Show. 24 September-2 October 1977. Apply CES (Overseas) Ltd, Bridge House, 181 Queen Victoria Street, London, E.C.4 (01-236 0911).

OPORTO: IV International Food, Agricultural and Industrial Exhibition. 14-23 October 1977. Apply Associacao Industrial Portuense, Rua Mousinho da Silveira 228, Oporto, Portugal.

1978

BERLIN: International Green Week. 27 January-5 February 1978. * Apply The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (01-235 0691).

PARIS: Salon d'Aviculture (Poultry). March 1978. Apply A. Bartoloni, SIAP, 34 Rue de Lille, 75007 Paris (261 14 76).

PARIS: Leisure Power Cultivation. March 1978. Apply Mr Jean, 24 Rue du Pont, 92523 Neuilly (758 11 10).

MUNICH: Exhibition of the Technology of Forestry and Forest Industries (Interforst). 30 May-4 June 1978. Apply Exhibition Consultants Ltd, 11 Manchester Square, London, W.1 (01-486 1951).

KLAGENFURT: Austrian Timber Fair. August 1978. * Apply The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (01-584 6938).

Aircraft and aeronautical equipment

1977

BUCHAREST: Aviatie Exhibition. 7-10 June 1977. Apply Publicom Foreign Trade Publicity Agency, 22 N. Balcescu Boulevard, Bucharest, Romania (Telex 11374 A/B Camrom).

1978

HANOVER: International Air Show. 26 April-4 May 1978. Apply A. Rustemeyer, PO Box 283, 78 Riddlesdown Road, Purley Surrey CR2 1YB (668 7470).

TOULOUSE: Aeronautical and Space Exhibition. June 1978. Apply Mr Mardegan, Commissaire General, Avenue Clement-Ader, Zone Aeronautique de Colomiers, 31700 (78 01 10).

Books and periodicals

1977

NICE: International Book Festival. 6-11 May 1977. Apply Secretaire General, Palais des Expositions, 06300 Nice (55 18 55).

1978

NICE: International Book Festival. May 1978. Apply Secretaire General, Palais des Expositions, 06300 Nice (55 18 55).

Building, public works and construction

1977

VERONA: International Earth Moving and Construction Equipment Exhibition (Samoter). 6-13 February 1977. Apply E. A. Fiere Di Verona, Casella Postale 525, 37100 Verona ((045) 50 40 22).

OPORTO: IV International Building Materials and Housing Exhibition. 15-24 April 1977. Apply Associacao Industrial Portuense, Rua Mouzinho da Silveira 228, Oporto, Portugal.

TALLIN, USSR: Equipment and Materials for the Production of System-built One-room Homes. 17-30 May 1977. Apply General Directorate of Foreign Exhibitions in the USSR, USSR, Moscow, 107232, Sokolnicheski Val. 1-a (Telex 7185 UZV TPP SU).

BOLOGNA: International Building Exhibition. 8-16 October 1977. Apply E. A. per le Fiere di Bologna, Piazza Costituzione, 6-40128 Bologna (051 50 30 50).

MADRID: International Building and Construction Exhibition. October 1977. Apply Feria Internacional de la Construccion, 7 Obras Publicas, Avda de Portugal S/N (Feria del Campo), Apartado 11044, Madrid 11.

YEREVAN, USSR: Machinery and Equipment for the Extraction, Treatment and Mechanical Processing of Stone Materials. 11-21 October 1977. Apply General Directorate of Foreign Exhibitions in the USSR, USSR, Moscow, 107232, Sokolnicheski Val. 1-a (Telex 7185 UZV TPP SU).

1978

VERONA: International Earth Moving and Construction Equipment Exhibition (Samoter). February 1978. Apply E. A. Fiere Di Verona, Casella Postale 525, 37100 Verona ((045) 50 40 22).

ROTTERDAM: Trade Exhibition of Thermal, Acoustic, Fireproof and Cryogenic Insulation (Isolatie). September 1978. Apply Intradex b.v. Hoogstraat III, Rotterdam ((010) 13 03 11).

BOLOGNA: International Building Exhibition. October 1978. Apply E. A. per le Fiere di Bologna, Piazza Costituzione, 6-40128 Bologna (051 50.30.50).

Chemicals and allied industries including plastics

1977

BRUSSELS: International Plastics Exhibition (Europlastica). March 1977. Apply Europlastica, Palais du Centenaire, B-1020 Brussels (02/78.48.60, Telex 23.643).

COPENHAGEN: International Exhibition of Equipment for Chemical Process Industries (Kemtek 4). 18-22 April 1977. Apply Bella Center, Center Boulevard, DK-2300 Copenhagen S, Denmark (01-51 88 11, Telex 31 188 Bella DK).

BOLOGNA: International Perfumery and Cosmetics Exhibition. 21-25 April 1977. Apply Ente Fiere Bologna, Piazza Costituzione 6, 40128 Bologna.

BUCHAREST: International Chemistry Show. 7-15 May 1977. Apply The Exhibitions Centre, Piata Scienteii 1, Bucharest, Romania (18.31.83, Telex 011108 TIB R).

PARIS: International Chemical Exhibition (Interchimie). 5-10 December 1977. Apply Sepic – Interchimie, 40 Rue du Colisee, 75008 Paris (225 37 76).

1978

BARCELONA: International Chemical Exhibition (Expoquima). March 1978. Apply Feria Oficial e Internacional de Muestras, Avda Maria Cristina, Palacio N91 (Parque de Montjuich), Barcelona (223 31 01).

Clothing

1977

WIESBADEN: International Millinery Trade Fair (Interhut). 26-27 March 1977. * Apply Internationale Hutfachmesse für Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

PARIS: International Fur Trade Exhibition. 26-30 March 1977. Apply Mr Missir, Comite des Expositions de Paris, 7 Rue Copernic, 75782 Paris (553 86 30).

VIENNA: Ladies' Fashion Show. 27-29 March 1977. * Apply The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (01-584 6938).

ZURICH: International Fashion Show (Modexpo). 3-5 April 1977. Apply Zuspa Thurgauerstrasse 7, 8050 Zurich (465055).

BERLIN: Fashion Week (including Interchic). 18-21 April 1977. * Apply The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (01-235 0691).

FRANKFURT: International Fur Fair. 20-24 April 1977. * Apply Frankfurter Rauchwaren-Messe-GmbH, 6 Frankfurt a.M., Postfach 7787, Bettinaplatz, 1.

PARIS: International Clothing Trade and Knitting Industries Equipment Exhibition. 8-11 June 1977. Apply CFE, 40 Rue du Colisse, 75008 Paris (225 34 90/ 77 50).

WIESBADEN: International Millinery Trade Fair (Interhut). 24-25 September 1977. * Apply Internationale Hutfachmesse für Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

VIENNA: Ladies' Fashion Show. 25-27 September 1977. * Apply The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (01-584 6938).

ZURICH: International Fashion Show (Modexpo). 9-11 October 1977. Apply Zuspa Thurgauerstrasse 7, 8050 Zurich (465055).

MUNICH: International Fashion Week. 3-7 October 1977. * Apply Exhibition Consultants Ltd, 11 Manchester Square, London, W.1 (01-486 1951).

BERLIN: Fashion Week (including Interchic). 9-12 October 1977. * Apply The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (01-235 0691).

1978

PARIS: International Fur Trade Exhibition. March 1978. Apply Mr Missir, Comite des Expositions de Paris 7, 7 Rue Copernic, 75782 Paris (553 86 30).

BERLIN: Fashion Week (including Interchic). April 1978. * Apply The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE 01-235 0691).

VIENNA: Ladies' Fashion Show. April 1978. * Apply The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (01-584 6938).

MUNICH: International Fashion Week. 2-6 April 1978. * Apply Exhibition Consultants Ltd, 11 Manchester Square, London, W.1 (01-486 1951).

WIESBADEN: International Millinery Trade Fair (Interhut). June 1978. * Apply Internationale Hutfachmesse für Grossisten GmbH. 6 Frankfurt-am-Main, Kaiserstrasse 64.

THESSALONIKA: Hellenic Fashion Fair. October 1978. Apply: Hellenic Fashion Centre, 50 Omirou Street, T.T. 135 Athens, Greece. Tel. 630 115 Telex 214467 LIDA GR.

BERLIN: Fashion Week (including Interchic). October 1978. * Apply The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (01-235 0691).

VIENNA: Ladies' Fashion Show. October 1978. * Apply The Austrian Commercial Delegate in Great Britain 1 Hyde Park Pate London SW7 5ER (01-584 6938).

PARIS: Exhibition of Women's Ready-to-Wear Clothing (Pret-a-Porter). October 1978. Apply Commissaire General, 69 Rue de Richelieu, 75002 Paris (742 1650).

MUNICH: International Fashion Week. 1-5 October 1978. * Apply Exhibition Consultants Ltd, 11 Manchester Square, London, W.1 (01-486 1951).

WIESBADEN: International Millinery Trade Fair (Interhut). November 1978. * Apply Internationale Hutfachmesse für Grossisten GmbH. 6 Frankfurt-am-Main, Kaiserstrasse 64.

Inquiries: section 4 and 5

Requests for information about trade fair costs and conditions should be made to the organisers or their UK agents.
For general inquiries contact the Department of Trade's Fairs and Promotions Branch, 26 Old Bailey, London EC4M 7HU (01-248 5757).

Display and shop equipment

1977

PARIS: International Shopfitting and Trade Equipment Exhibition (Equipmag). 6-11 November 1977. Apply Commissiare General, 42 Rue du Louvre, 75001 Paris (231 4031).

4 OTHER OVERSEAS FAIRS: EUROPE

Engineering, electrical and electronic, including radio and television

1977

PARIS: International Audio-Visual (Means of Expression) Exhibition. 24-30 January 1977. Apply Mr Boissinot, 20 Rue Hamelin, 75116 Paris (553 11 09)

BILBAO: International Electrical Automation and Electrical Industry Technical Exhibition. 3-9 March 1977. Feria Internacional de Bilbao, Plaza Pedro Maria Basterrechea No 2, Apartado 468, Bilbao-13 (441 54 00).

PARIS: International Festival of Sound. 7-13 March 1977 Apply Mr Boissinot, 20 Rue Hamelin, 75116 Paris (553 11 09).

ROME: International Electronic, Nuclear and Aerospace Exhibition. 23 March-3 April 1977. Apply Rassegna Internazionale Electronica, Nuclear and Teleradicine Matografica, via Crescenzio 9, 00193 Rome (656.93.43).

GENEVA: The First International Mini/Micro Computer Exposition in Europe. 24-26 May 1977. Apply Kiver Communications Ltd 149/155 Ewell Road, Surbiton, Surrey KT6 6AW (01-390 0281).

BERLIN: International Radio and Television Exhibition. 26 August-4 September 1977. Apply German Chamber of Industry and Commerce, 11 Grosvenor Street, London SW1X 7EE (01-235 0691).

BASLE: Exhibition of Industrial Electronics and Electrical Engineering (Ineltec). 6-10 September 1977. Apply Secretariat, Swiss Industries Fair 4000 Basle 21.

CANNES: Market for Videocassette Programmes and Equipment (Vidcom). 16-21 September 1977. Apply Miss L. Sokoski, Vidcom, 8 Dorset Square, London, N.W.1.

BUDAPEST: 3rd International Exhibition of Industrial Electronics (Mipel). 19-23 October 1977. Apply Hungexpo, H-1441, PO Box 44, Hungary.

1978

PARIS: International Festival of Sound. March 1978. Apply Mr Boissinot, 20 Rue Hamelin, 75116 Paris (553 11 09).

PLOVDIV: Domestic and Industrial Electronic Equipment. May/June 1978. Apply Plovdiv Fair Administration, 37G Dimitrov Boulevard, Plovdiv, Bulgaria.

CANNES: Market for Videocassette Programmes and Equipment (Vidcom). September 1978. Apply Miss L. Sokoski, Vidcom, 8 Dorset Square, London, N.W.1.

1979

PARIS: International Audio Visual and Communications Exhibition. January 1979. Apply Mr Boissinot, 20 Rue Hamelin, 75116 Paris (553 11 09).

Engineering, other

1977

DUSSELDORF: International Design Engineering Conference and Exhibition. 15-18 February 1977. Apply: Clapp and Poliak (Europe) Ltd, 232 Acton Lane, London W4 5DL.

BUCHAREST: Armaturi-Sudura Exhibition. 5-8 April 1977. Apply Publicom Foreign Trade Publicity Agency. 22 N. Balcescu Boulevard, Bucharest, Romania (Telex 11374 A/B Camrom).

PARIS: International Surface Treatment and Industrial Finishing Exhibition. 9-14 May 1977. Apply Mr Ollive, 40 Rue du Colisee 75008 Paris (225 37 7).

BRUSSELS: International Exhibition of Civil Engineering and Construction Site Equipment (Intermat). 4-12 June 1977. Apply Foire Internationale de Bruxelles, Palais du Centenaire, B-1020 Brussels.

PARIS: Design Engineering (Inova). 13-17 June 1977. Apply M. Berger, Exhibition Consultants, 11 Manchester Square, London, W.1 (01-486 1951).

1978

ZURICH: 6th International Power Transmission Exhibition. March/April 1978. Apply Agifa GmbH, Postfach 257. 8053 Zurich.

PARIS: International Woodworking Machinery Exhibition (Expobois). April 1978. Apply 150 Boulevard Bineau, 92200 Neuilly-sur-Seine (722 6190).

PARIS: Machine Tool and Mechanical Factory Equipment Exhibition. May 1978. Apply 40 Rue du Colisee, 75008 Paris (225 37 76).

Foodstuffs, food machinery, hotel and catering equipment

1977

LILLE: The First Regional Salon for the Hotel Restaurant and Cafe Trade (Norexpo). 1977. Apply Mr Bouchery, president Grand Palais, 59022 Lille (53 99 60).

PARIS: International Exhibition of Confectionery, Chocolate and Biscuits 5-9 February 1977. Apply 48 Avenue de Villiers, 75847 Paris, Cedex 17 (622 39 13).

WIESBADEN: Trade Fair for Cafe and Patisserie Equipment (Inter-Kondi-Ca). 26 February-2 March 1977. † Apply Heckmann, Ausstellungen KG, Kapellenstrasse 47, 6200 Wiesbaden ((06121) 52 40 71-73).

SALONIKA: 2nd International Fair of Foods – Beverages and Machines. 17-24 April 1977. Apply Foire Internationale de Thessaloniki. Thessaloniki 36, Greece (Thessaloniki 271 823).

VALENCIA: Spanish International Fair of Bakery and Confectionery Equipment (Maicop). 25 September-2 October 1977. Apply: Feria Muestrario Internacional de Valencia. Apartado 476, Valencia (26 50 80, Telex Feria 62 435).

OPORTO: International Exhibition of Food, Beverages, Processing Plant and Allied Industries. 21-30 October 1977. Appy Associacao Industrial Portuense, Rua Mousinho da Silveira 228, Oporto.

MUNICH: International Exhibition of Hotel and Catering Trades (Igafa). 4-10 November 1977. † Apply Exhibition Consultants Ltd 11 Manchester Square, London, W.1 (01-486 1951).

BARCELONA: Hotel Management Maintenance Equipment and Gastronomy Exhibition (Hogarotel). 5-14 November 1977. Apply Comite Organizador de Hogarotel, Plaza de Espana, S/N – Barcelona 4, Spain.

1978

PARIS: International Exhibition of Confectionery, Chocolate and Biscuits (Intersuc). February 1978. Apply 48 Avenue de Villiers, 75847 Paris, Cedex 17 (622 39 13).

UTRECHT: International Food Fair (ROKA). February 1978. † Apply Exhibition Consultants Ltd, 11 Manchester Square, London, W.1 (01-486 1951).

BRUSSELS: European Professional Fair for Industry and Handicraft of Bakery. February 1978. Apply Palais du Centenaire, B-1020 Brussels, Belgium.

BARCELONA: International Food Fair. March 1978. Apply Salon Internacional de la Alinentacion, Avda Maria Christina, Palacio No 1, Barcelona

STUTTGART: International Trade Fair for the Hotel Catering and Bakery Trades (Intergastra). April 1978. † Apply CES (Overseas) Ltd, Bridge House, 181 Queen Victoria Street London, E.C.4 (01-236 0911)

PARIS: International Baker and Pastry Exhibition (Europain). April 1978. Apply Europain, 7 Rue Copernic, 75782 Paris, Cedex 16 (553 86 30/704 20 71).

MUNICH: International Food Industry Trade Fair (Ikofa). 14-20 September 1978. † Apply Exhibition Consultants Ltd, 11 Manchester Square, London, W.1 (01-486 1951).

PARIS: Food Manufacturing Processing – International Exhibition. November 1978. Apply Apria, 35 Rue du General, Foy, 75008 Paris.

PARIS: International Exhibition of Machinery and Techniques for the Meat Industry and Trade (Matic). November 1978. Apply 42 Rue du Louvre, 75008 Paris (231 40 31).

1979

PARIS: International Exhibition of Confectionery, Chocolate and Biscuits (Intersuc). February 1979. Apply: Mr Urbain, 48 Ave de Villiers, 75017 Paris (622 39 13).

Footwear

1977

ZAGREB: 26th International Leather and Footwear Week. 22-25 February 1977. Apply R. D. Sherman, ECL (Exhibition Agencies) Ltd, 11 Manchester Square, London W1M 5AB (01-486 1951).

PARIS: International Footwear Exhibition (Expo-Printemps). 12-14 March 1977. Apply Federation Nationale de l'Industrie de la Chaussure de France, 30 Avenue George-V, 75008 Paris (261 51 86).

1978

BOLOGNA: International Shoe and Leather Fair. March 1978. Apply Ente Autonomo per le Fiere di Bologna, Piazza Costituzione 6, 40128 Bologna, Italy ((051) 50.30.50).

Furniture, furnishings, household equipment and hardware

1977

PARIS: International Arts of Home-Making (Art Menagers). 5-14 March 1977. Apply Mr Breton, 15 Avenue de la Division Leclerc, 92806 Puteaux (722 16 40).

AMSTERDAM: International Household Fair (Huishoudbeurs). April 1977. Apply Miss R. Bentley, 19 Freke Road, London SW11 5PU (01-228 2880).

PARIS: Exhibition of Interior Furnishing (Paritex). 10-14 June 1977. Apply The Paritex Exhibition Organization Committee, 7 Rue Copernic, 75782 Paris Cedex 16 (553 86 30/704 20 71).

MILAN: International Household Goods and Hardware Exhibition (Macef). 3-7 September 1977. Apply Segreteria Generale, 20121 Milano, via Solferino 25 (637-850).

VALENCIA: International Furniture Fair. October 1977. Apply Secretaria Tecnicia de la Feria, Apartado de Correos, 476 Valencia.

BORDEAUX: Domestic Equipment (Conforexpo). 31 October-11 November 1977. Apply M. Moliner, Grand-Parc, BP 55, 33030 Bordeaux, Cedex (50 93 15).

1978

PARIS: International Arts of Home-Making (Art Menagers). March 1978. Apply Mr Breton, 15 Avenue de la Division Leclerc, 92806 Puteaux (722 16 40).

PARIS: Exhibition of Materials and Items to be used for the Manufacture of Furniture, Chairs and Bedding (Approfal). April 1978. Apply Commissariat General, Comite des Expositions, 7 Rue Copernic, 75782 Paris, Cedex 16 (553 86 30).

MILAN: International Household Goods and Hardware Exhibition (Macef). September 1978. Apply Segreteria Generale, 20121 Milano, via Solferino 25 (637-850).

1979

PARIS: International Arts of Home-Making Exhibition (Arts Menagers). February 1979. Apply Paul Breton, 15 Avenue de la Division, Leclerc, 92800 Puteaux (722 16 40).

Heating and ventilating

1977

BUCHAREST: Climatica Exhibition. 8-11 February 1977. Apply Publicom Foreign Trade Publicity Agency, 22 N. Balescu Boulevard, Bucharest, Romania (Telex 11374 A/B Camrom).

Australia and New Zealand Oct 28-Nov 20 1977 from £580 (with BOTB grant)
TRADE MISSIONS
USA Scatter Mission Oct 16-30 1977 from £145 (with BOTB grant)
TRADE MISSIONS
Saudi Arabia and Kuwait Sept 24-Oct 9 1977 Save 50% with BOTB
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3. Saudi Arabia and Kuwait.
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Coventry CV1 4FD
Telephone: (0203) 51777
Telex: 311033

ATOL 010 BC

ENCIRCLE TI 1A ON PAGE 31 FOR FURTHER INFORMATION

You're exhibiting in North America

So your planning, your control, has got to be ten times tighter than it ever is at home

Or else

Because you won't arrive there till the last minute. Because you can't telephone your suppliers and contractors every five minutes. Because exhibition rules and regulations are different. Because if you leave something behind when you go, tough.

So, whatever you're doing – whether it's running a complete exhibition, organising a joint venture stand, or just taking a small booth – you can get all the help you need from Giltspur Expo Industries.

We've designed and built big stands, little stands; supplied everything from complete furnishings and fittings, right down to just a single coffee table.

So we know how to help you. We're happy to take it all on, or just part of it.

In North America, you'll find we've facilities in Chicago, Pittsburgh, Los Angeles, San Francisco, Washington, Rochester. Use us for jobs like stand design, storage and transportation, furnishing hire, stand erection or dismantling, display equipment. Or even just plain old friendly advice.

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Giltspur are in Europe, too!
Wherever you're based, wherever you're exhibiting, Giltspur can help. You'll find depots in Paris, Lyon, Marseilles, Grenoble, Bordeaux, Toulouse, Nice, Berlin, Hamburg, Hanover, Dusseldorf, Cologne, Frankfurt, Munich.

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Telephone: 049 46 6141

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3223 South Western Avenue
Chicago
Illinois 60608
Telephone: (010 1) 312 376 3000
Telex: 254791

ENCIRCLE TI 3 ON PAGE 31 FOR FURTHER INFORMATION

4 OTHER OVERSEAS FAIRS: EUROPE

ZAGREB: 4th International Exhibition of Heating, Cooling and Air-conditioning (Interklima). 6-10 June 1977. Apply R. D. Sherman, ECL (Exhibition Agencies) Ltd, 11 Manchester Square, London W1M 5AB (01-486 1951).

1978

GOTHENBURG: Heating, Ventilating and Sanitary Equipment Trade Fair. 1978. Apply Svenska Massan, Skanesgatan 26, S-41251, Gothenburg (031-20 00 00).

ZURICH: International Heating Air Conditioning and Sanitation Exhibition. Spring 1978. Apply Zuspa International Trade Fair, Thurgauerstr 7, 8050 Zurich ((051) 46 50 55).

Horticulture and horticultural equipment

1977

STUTTGART: Amateur Gardeners' Exhibition (Dein-Garten). 23-27 March 1977. † Apply CES (Overseas) Ltd, Bridge House, 181 Queen Victoria Street, London, E.C.4 (01-236 0911).

STUTTGART: Federal Garden Show. 29 April-23 October 1977. Apply CES (Overseas) Ltd, 181 Queen Victoria Street, London, E.C.4 (01-236 0911).

PARIS: Garden and Home Environment Exhibition. 30 April-15 May 1977. Apply Comite des Expositions de Paris, 7 Rue Copernic, 75782 Paris, Cedex 16 (87 38 48).

1978

KARLSRUHE: Trade Exhibition for Commercial Horticulture (Technik im Gartenbau). September 1978. † Apply Ausstellungs-und Kongress GmbH, 75 Karlsruhe 1, Festplatz 1-3, Postfach 1208 (0721 2.32.26).

LYONS: Exhibition of Equipment for Professional Horticulturists, Landscape Designers and Market Gardeners. 9-12 September 1977. Apply Foire International de Lyon, Palais des Crogres, 69459 Lyon, Cedex 3 ((78) 89 21 33).

Hospital, medical, surgical and dental equipment

1977

BUCHAREST: Medicina Exhibition. 22-25 March 1977. Apply Publicom Foreign Trade Publicity Agency, 22 N. Balcescu Boulevard, Bucharest, Romania (Telex 11374 A/B Camrom).

PARIS: Materials and Modern Techniques of the Social Environment for Rehabilitation (Readapt). 21-25 April 1977. Apply Mr Bfrnasconi, 144 Boulevard Voltaire, 75011 Paris.

MUNICH: German Surgical Society Congress and Exhibition (Chirurgie). 27-30 April 1977. Apply Exhibition Consultants Ltd, 11 Manchester Square, London W1M 5AB (01-486 1951).

OYONNAX: International Exhibition of Optical Materials (Silmo). 30 April-4 May 1977. Apply Mr Sibois, 66 Rue Anatole, France, 01103 Oyonnax (77 31 27).

MILAN: International Optics, Optimetry and Ophthalmology Exhibition (MIDO). 7-10 May 1977. Apply MIDO, Via Petitti 16, 20149 Milan.

BUCHAREST: Optica Exhibition. 28 June-1 July 1977. Apply Publicom Foreign Trade Publicity Agency, 22 N. Balcescu Boulevard, Bucharest, Romania (Telex 11374 A/B Camrom).

BRUSSELS: International Exhibition of Medical and Hospital Equipment. October 1977. Apply Edicomin, SPRL, Ave du Pai 206, B-1060 Brussels (02-38.70.13).

LYON: Pharmaceutical Congress and Exhibition (Ipharmex). 17-20 November 1977. Apply Mr Faure-Brac, Directeur Palais des Congres, 69459 Lyon, Cedex 3 (89 21 33).

Jewellery and giftware

1977

MUNICH: International Trade Fair for Watches, Clocks, Jewellery, Precious Stones and Silverware with Manufacturing Equipment (Inhorgenta). 12-15 February 1977. * Apply Exhibition Consultants Ltd, 11 Manchester Square, London, W.1 (01-486 1951).

PARIS: Exhibition of Art Manufacturers (Ateliers d'Art). 8-13 September 1977. Apply 45 Rue des Petites Ecuries, 75010 Paris (770 81 15).

1978

PARIS: Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca). January 1978. Apply BOCI, 26 Rue du Renard, 75004 Paris (277 32 96).

PARIS: Exhibition of Art Manufacturers (Ateliers d'Art). January 1978. Apply 45 Rue des Petites Ecuries, 75010 Paris (770 81 15).

MUNICH: International Trade Fair for Watches, Clocks, Jewellery, Precious Stones and Silverware with Manufacturing Equipment (Inhorgenta). 9-12 February 1978. *Apply Exhibition Consultants Ltd, 11 Manchester Square, London, W.1 (01-486 1951).

PARIS: Exhibition of Art Manufacturers (Ateliers d'Art). September 1978. Apply 45 Rue des Petites Ecuries, 75010 Paris (770 81 15).

PARIS: Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca). September 1978. Apply BOCI, 26 Rue du Renard, 75004 Paris (277 32 96).

1979

PARIS: Exhibition of Commercial and Professional Art Manufacturers (Ateliers d'Art). January 1979. Apply Mr Blin/Mrs Potignon, 45 Rue des Petites Ecuries, 75010 Paris (770 81 15).

PARIS: Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca). Apply Chambre Syndicale BOCI, 26 Rue du Renard, 75004 Paris (277 32 96).

Laundry and allied services

1977

PARIS: International Laundry, Dyeing and Drycleaning Exhibition. 3-9 June 1977. Apply Mr Auer, 80 Boulevard Malesherbes, 75008 Paris (522 0733).

Leather, leather goods and fur

1977

ZAGREB: 26th International Leather and Footwear Week. 22-25 February 1977. Apply R. D. Sherman, ECL (Exhibition Agencies) Ltd, 11 Manchester Square, London W1M 5AB (01-486 1951).

FRANKFURT: International Fur Trade Fair. 20-24 April 1977. Apply Frankfurter Rauchwaren-Messe GmbH, Bettinaplatz 1, 6000 Frankfurt a.M.

PIRMASENS: Leather Week. 3-5 May 1977. * Apply Pirmasenser Messe GmbH, 678 Pirmasens, Dankelsbachstrasse 19 (06331-851).

OFFENBACH: International Leathergoods Fair. 27-31 August 1977. * Apply Offenbacher Messe GmbH, 605 Offenbach-am-Main 1, Kaiserstrasse 108-112.

PIRMASENS: Leather Week. 8-10 November 1977. * Apply Pirmasenser Messe GmbH, 678 Pirmasens, Dankelsbachstrasse 19 (06331-851).

1978

PARIS: Leathergoods and Luggage Exhibition. January 1978. Apply Salon de la Maroquinerie et Articles de Voyage, 6 Rue Beranger, 75139 Paris (272 94 71).

OFFENBACH: International Leathergoods Fair. February 1978. * Apply Offenbacher Messe GmbH, 605 Offenbach-am-Main 1, Kaiserstrasse 108-112.

BOLOGNA: International Shoe and Leather Fair. March 1978. Apply Ente Autonomo per le Fiere di Bologna, Piazza Costituzione 6, 40128 Bologna, Italy ((051) 50.30.50).

PIRMASENS: Leather Week. 9-11 May 1978. * Apply Pirmasenser Messe GmbH, 678 Pirmasens, Dankelsbachstrasse 19 (06331-851).

OFFENBACH: International Leathergoods Fair. August 1978. * Apply Offenbacher Messe GmbH, 605 Offenbach-am-Main 1, Kaiserstrasse 108-112.

PIRMASENS: Leather Week. 7-9 November 1978. * Apply Pirmasenser Messe GmbH, 678 Pirmasens, Dankelsbachstrasse 19 (06331-851).

1979

PARIS: Leathergoods and Luggage Exhibition. January 1979. Apply Mr Thomas, Salon de la Maroquinerie et Articles de Voyage, 6 Rue Beranger, 75139 Paris (272 94 71).

Motor vehicles, motor cycles and cycles

1977

AMSTERDAM: International Motor Show (Passenger Cars-Personeauto RAI '77). February 1977. Apply Miss R. Bentley, 19 Freke Road, London SW11 5PU (01-228 2880).

ZURICH: International Cycle and Motor Cycle Exhibition. 2-7 March 1977. Apply Zuspa Internationale Fachmessen und Spezial Ausstellungen, Thurgauerstrasse, 8050 Zurich.

AMSTERDAM: Motor Cycle Show (RAI Motorweekend '77). April 1977. Apply Miss R. Bentley, 19 Freke Road, London SW11 5PU (01-228 2880).

AMSTERDAM: International Trade Fair for Garage Equipment and Parts of Motorcars (Autovak '77). April 1977. Apply Miss R. Bentley, 19 Freke Road, London SW11 5PU (01-228 2880).

BUDAPEST: International Exhibition for Maintenance of Vehicles and for Garage Industry (Autoservice). 15-20 April 1977. Apply Hungexpo, H-1441 Budapest, P.O. Box 44, Hungary.

BARCELONA: International Motor Show. April/May 1977. Apply Salon Internacional del Automovil, Av. Maria Cristina, Parque de Montjuich, Barcelona.

1978

SALZBURG: International Trade Exhibition for Spares, Accessories, Tools, Workshop and Service Station Equipment. January 1978. Apply Fachmessen Salzburg, A-5021 Salzburg, Postfach 285 ((0 62 22) 78401, 78307).

AMSTERDAM: International Commercial Vehicle Exhibition. February 1978. † Apply Miss R. Bentley, 19 Freke Road, London SW11 5PU (01-228 2880).

GENEVA: International Motor Show. March 1978. Apply Secretariat Permanet, Case Postale 1211, 1200 Geneva.

Music and musical instruments

1977

ZAGREB: Record and Acoustic Appliances and Equipment Exhibition (Interdisc '77). 1977. Apply R. D. Sherman, ECL (Exhibition Agencies) Ltd, 11 Manchester Square, London W1M 5AB (01-486 1951).

Office machinery and equipment

1977

BUCHAREST: Technica de Calcul Exhibition. 8-11 March 1977. Apply Publicom Foreign Trade Publicity Agency, 22 N. Balcescu Boulevard, Bucharest, Romania (Telex 11374 A/B Camrom).

Inquiries: section 4 and 5

Requests for information about trade fair costs and conditions should be made to the organisers or their UK agents.
For general inquiries contact the Department of Trade's Fairs and Promotions Branch, 26 Old Bailey, London EC4M 7HU (01-248 5757).

VIENNA: International Office Organisation Exhibition (Ifabo). 10-14 May 1977. * Apply The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (01-584 6938).

BERLIN: Office Equipment Exhibition (Buro-Data). 12-15 October 1977. Apply German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (01-235 0691).

FRANKFURT: Office Supplies Exhibition. 25-28 October 1977. Apply Messrs Collins and Endres, 36 Sackville Street, London, W.1 (01-734 0543).

1978

VIENNA: International Office Organisation Exhibition (Ifabo). May 1978. * Apply The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (01-584 6938).

STUTTGART: Office Machinery and Office Furniture Exhibition (Das Moderne Buro). October 1978. † Apply CES (Overseas) Ltd, Bridge House, 181 Queen Victoria Street, London, E.C.4 (01-236 0911).

Packaging machinery and materials including containers

1977

BUCHAREST: Ambalajul Exhibition. 29 March-1 April 1977. Apply Publicom Foreign Trade Publicity Agency, 22 N. Balcescu Boulevard, Bucharest, Romania (Telex 11374 A/B Camrom).

PADUA: International Exhibition of Mechanical Handling, Storage, Distribution. 5-9 October 1977. Apply E. A. Fiera Internazionale di Padova, Via N. Tommaseo, 59-1-35100 Padova ((049) 38.620).

1978

PADUA: International Exhibition of Mechanical Handling, Storage, Distribution. October 1978. * Apply E. A. Fiera Internazionale di Padova, Via N. Tommaseo, 59-1-35100 Padova ((049) 38.620).

MUNICH: International Transport Exhibition (Transport '78). 17-21 October 1978. Apply Exhibition Consultants Ltd, 11 Manchester Square, London, W.1 (01-486 1951).

Photographic equipment

1977

PARIS: International Exhibition of Cinema, Theatre and Convention Hall Equipment (Cisco). 3-7 October 1977. Apply M Chevry, Commissaire General, 3 Rue Garnier, 92200 Neuilly, France (747 84 00 ext. 171).

Pottery and glass

1977

PARIS: International Exhibition of China, Pottery, Silverware, Glassware, Pewter and Stainless Steel (SIFE). 27-31 March 1977. Apply Commissariat General, SIFE, 32 Rue de Paradis, 75010 Paris (770 76 02/770 26 42).

1978

PARIS: International Exhibition of China, Pottery, Silverware, Glassware, Pewter and Stainless Steel (SIFE). March 1978. Apply Commissariat General, SIFE, 32 Rue de Paradis, 75010 Paris (770 76 02/770 26 42).

Printing, stationery and printing machinery

1977

PARIS: International Professional Stationery Show (Sippa). 4-7 February 1977. Apply Comite du Salon de la Papeterie, 14 Boulevard Montmartre, Paris 75009.

1978

PARIS: International Professional Stationery Exhibition (Sippa). February 1978. Apply Mr Durrieu, 14 Boulevard Montmartre, 75009 Paris (246 92 94).

PARIS: International Paper, Printing and Graphic Arts Industry Exhibition (Graphitec). June 1978. Apply Mr Ollive, 10 Rue du Colisee, 92800 Puteaux (225.52.75).

1979

PARIS: International Professional Stationery Exhibition (Sippa). February 1979. Apply Mr Durrieu, 14 Boulevard Montmartre, 75009 Paris (246 92 94).

Scientific instruments and nuclear equipment

1977

BUCHAREST: Laboratorul Exhibition. 22-25 February 1977. Apply Publicom Foreign Trade Publicity Agency, 22 N. Balcescu Boulevard, Bucharest, Romania (Telex 11374 A/B Camrom).

BUCHAREST: Testari Exhibition. 19-22 April 1977. Apply Publicom Foreign Trade Publicity Agency, 22 N. Balcescu Boulevard, Bucharest, Romania (Telex 11374 A/B Camrom).

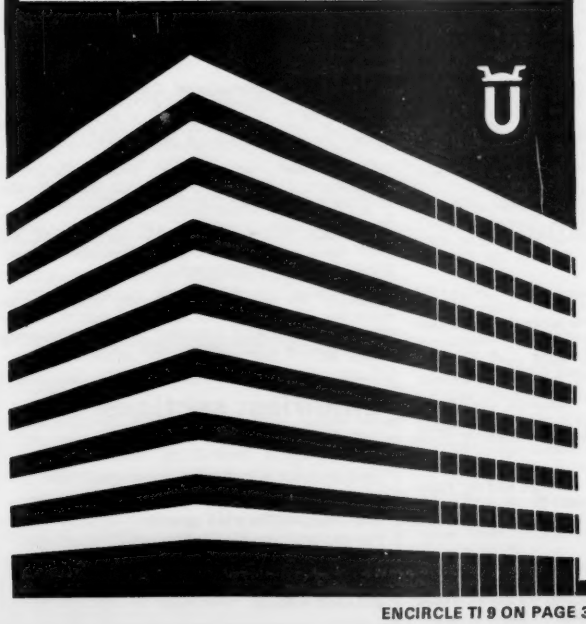
BUCHAREST: Tensometry Exhibition. 25-28 April 1977. Apply Publicom Foreign Trade Publicity Agency, 22 N. Balcescu Boulevard, Bucharest, Romania (Telex 11374 A/B Camrom).

BUCHAREST: Tehnica Nucleara Exhibition. 14-17 June 1977. Apply Publicom Foreign Trade Publicity Agency, 22 N. Balcescu Boulevard, Bucharest, Romania (Telex 11374 A/B Camrom).

1978

PARIS: French Physics Exhibition. December 1978. Apply Societe Francaise de Physique, 33 Rue Croulebarbe, 75013 Paris (707 32 98).

spring fair



utrecht netherlands 6th-10th march 1977

daily from 9 am - 6 pm, but on sunday 6th march from 10 am - 6 pm.

exhibition programme
clocks, gold and silverware / optics / glassware, pottery, crystalware and china / cutlery / housewares / giftware / far eastern articles / handicraft articles / costume jewellery / toileteries / smoker's requisites / lighting goods / leather goods / toys, handicraft and hobby requisites, sports goods and party novelties / office supplies and -machines / stationery.

RELATIE 77

exhibition of business gifts, free gift articles and premiums 7-10 march 1977.

organisation/catalogue
royal netherlands industries fair, utrecht
phone: (030) 914 914 - telex 47132.

u.k. agents
ECL (exhibition agencies) ltd.,
11 manchester square, london WIM 5 AB
phone: 09 - 44 1 486 1951

ENCIRCLE TI 9 ON PAGE 31 FOR FURTHER INFORMATION

4 OTHER OVERSEAS FAIRS: EUROPE

Ships and boats

1977

MUNICH: Caravan, Boat and Accessories Exhibition (Caravan+Boot). 5-13 February 1977. *Apply Exhibition Consultants Ltd, 11 Manchester Square, London, W.1 (01-486 1951).

FRIEDRICHSHAFEN: International Boat Show (Interboot). 1-9 October 1977. * Apply Exhibitions and Trade Fairs (International) Ltd, 943A Brighton Road, Purley, Surrey (01-668 2467).

1978

FRIEDRICHSHAFEN: International Boat Show (Interboot). 30 September-8 October 1978. * Apply Exhibitions and Trade Fairs (International) Ltd, 943A Brighton Road, Purley, Surrey (01-668 2467).

Sports goods and camping equipment, including caravans

1977

MUNICH: Caravan, Boat and Accessories Exhibition. 5-13 February 1977. Apply Exhibition Consultants Ltd, 11 Manchester Square London, W.1 (01-486 1951).

HAMBURG: Leisure, Camping, Caravan Exhibition. 12-20 February 1977. Apply Hamburg Exhibition-Congress Centre, 13 College Place, Southampton SO1 2FE (0703 31134/5).

MUNICH: International Sports Equipment Fair (ISPO). 24-27 February 1977. * Apply Exhibition Consultants Ltd, 11 Manchester Square, London, W.1 (01-486 1951).

GRENOBLE: International Winter Sports Exhibition. 5-8 March 1977. Apply Alpexpo Palais des Expositions, 38029 Grenoble (098026).

LISBON: International Exhibition of Sports Equipment (Nauticampo). April 1977. Apply Fil, Nauticampo, Praca das Industrias, Lisbon 3.

STUTTGART: International Collectors' Exchange and German Weapon Fair (ISA '77). 18-25 May 1977. * Apply CES (Overseas) Ltd, Bridge House, 181 Queen Victoria Street, London, E.C.4 (01-236 0911).

PARIS: International Sports and Leisure Exhibition (Sisel). 12-14 September 1977. Apply Spodex, 12 Rue Clapeyron, 75008 Paris (522 94 60).

PARIS: International Caravan Exhibition. 6-16 October 1977. Apply M Rotivel, 35 Rue des Renaudes, 75017 Paris (267 3944).

1978

STUTTGART: International Exhibition for Caravans, Motors and Tourism (CMT). 28 January-5 February 1978. * Apply CES (Overseas) Ltd, Bridge House, 181 Queen Victoria Street, London, E.C.4 (01-236 0911).

MUNICH: International Sports Equipment Fair (ISPO). February 1978. * Apply Exhibition Consultants Ltd, 11 Manchester Square, London, W.1 (01-486 1951).

MUNICH: Caravan, Boat and Accessories Exhibition. 4-12 February 1978. Apply Exhibition Consultants Ltd, 11 Manchester Square, London, W.1 (01-486 1951).

GRENOBLE: International Winter Sports Exhibition. March 1978. Apply Alpexpo Palais des Expositions, 38029 Grenoble (098026).

STUTTGART: International Collectors' Exchange and German Weapon Fair (ISA '78). May 1978. * Apply CES (Overseas) Ltd, Bridge House, 181 Queen Victoria Street, London, E.C.4 (01-236 0911).

PARIS: Summer Sports and Leisure Exhibition (Sisel). September 1978. Apply Spodex, 12 Rue Clapeyron, 75008 Paris (522 94 60).

PARIS: International Caravan Exhibition. October 1978. Apply M Rotivel, 35 Rue des Renaudes, 75017 Paris.

Textiles and textile machinery

1977

ZAGREB: International Commercial Contract-Making on Textile Products (Kutex). 8-10 November 1977. Apply R. D. Sherman, ECL (Exhibition Agencies) Ltd, 11 Manchester Square, London W1M 5AB (01-486 1951).

Toys and games

1977

PARIS: International Toys and Games Exhibition. 12-18 February 1977. Apply Mr Vuagnat, 93 Rue de Turenne, 75003 Paris (887 4480).

1978

PARIS: International Toys and Games Exhibition. February 1978. Apply Mr Vuagnat, 93 Rue de Turenne, 75003 Paris (887 4480).

1979

PARIS: International Toys and Games Exhibition. February 1979. Apply Mr Vuagnat, 93 Rue de Turenne, 75003 Paris (887 4480).

Watches and clocks

1977

MUNICH: International Trade Fair for Watches, Jewellery, Precious Stones and Silverware (Inhorgenta). 12-15 February 1977. * Apply Exhibition Consultants Ltd, 11 Manchester Square, London, W.1 (01-486 1951).

BESANCON: International Clock and Watchmaking Industry Exhibition (Micronora). May 1977. Apply Mr Lagrange, Directeur General, Parc des Expositions, 25000 Besancon-Planoise (87 21 74).

1978

MUNICH: International Trade Fair for Watches, Jewellery, Precious Stones and Silverware (Inhorgenta). 9-12 February 1978. * Apply Exhibition Consultants Ltd, 11 Manchester Square, London, W.1 (01-486 1951).

BESANCON: International Clock and Watchmaking Industry Exhibition (Micronora). October 1978. Apply Mr Lagrange, Directeur General, Parc des Expositions, 25000 Besancon-Planoise (87 21 74).

Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment

1977

MONACO: International Hydrographic Exhibition and Conference. 19-22 April 1977. Apply International Hydrographic ORC, Avenue President J. F. Kennedy, Monte Carlo, Principality of Monaco (9350 65 87).

BUCHAREST: Combaterea Poluarii Exhibition. 24-27 May 1977. Apply Publicom Foreign Trade Publicity Agency, 22 N. Balcescu Boulevard, Bucharest, Romania (Telex 11374 A/B Camrom).

BASLE: International Water, Sewage and Air Purification Exhibition (Pro-Aqua). 14-18 June 1977. Apply Schweir Mustermesse, Secretariat Fachmessen, Postfach 4000 Basle.

AMSTERDAM: International Exhibition for the Treatment, Storage and Use of Water (Aquatech). September 1977. * Apply David Court, 19 Queen Anne's Grove, London, W.4 (01-994 1060).

PARIS: Europrotection. 20-30 September 1977. Apply Europrotection, Mr Algoud, 8 Rue de la Michodiere, 75 Paris 2E.

GRENOBLE: Anti-Pollution Techniques and Equipment Exhibition (Alpexpo). 3-7 October 1977. Apply Alpexpo, Palais des Expositions, Avenue d'Innsbruck, 38029 Grenoble, Cedex (09 80 26).

MILAN: International Cleaning and Sanitation Exhibition (Pulisan). November 1977. * Apply Secretary, Via Paolo da Cannobio 9, 20122 Milan.

1978

PARIS: Man, Air, Water, Noise and Waste Exhibition (Environnement-Expo). June 1978. Apply M. D. Berger, Exhibition Consultants Ltd, 11 Manchester Square, London, W.1 (01-486 1951).

AMSTERDAM: International Exhibition for the Treatment, Storage and Use of Water (Aquatech). September 1978. * Apply David Court, 19 Queen Anne's Grove, London, W.4 (01-994 1060).

Other specialised fairs

1977

MUNICH: International Trade Fair for Watches, Clocks, Jewellery and Silverware (Inhorgenta). February 1977. * Apply Exhibition Consultants Ltd, 11 Manchester Square, London, W.1 (01-486 1951).

MAASTRICHT: Trade Picture Fair (Pictura). Spring 1977. Apply Mr Van Rijn, Van Rijan Promotions, Onze Lieve Vrouwenplein 21, Maastricht (043-12233).

MOSCOW: Exhibition of Metalworking Machinery with Programmed Control, Robots, Manipulators and Automatic Operators (Robot). 22 February-4 March 1977. Apply USSR Chamber of Commerce and Industry, 1a Sokolnichesky Val, Moscow.

BORDEAUX: Oceanexpo/Interfishing. 8-13 March 1977. Apply M. D. Berger, Exhibition Consultants Ltd, 11 Manchester Square, London, W.1 (01-486 1951).

MUNICH: International Light Industries and Handicrafts Fair (IHM). 26 March-3 April 1977. * Apply Exhibition Consultants Ltd, 11 Manchester Square, London, W.1 (01-486 1951).

MOSCOW: Exhibition of Equipment and Technological Process for the Production of Communications Systems (Communications Systems). 5-15 April 1977. Apply USSR Chamber of Commerce and Industry, 1a Sokolnichesky Val, 107232 Moscow (268-70-83, Telex 7185 UIV TPP).

BUDAPEST: 3rd International Exhibition for the Machinery of the Textile, Clothing, Leather, Shoe, Laundry and Cleaning Service. 15-20 April 1977. Apply Hungexpo, H-1441, Budapest, P.O. Box 44, Hungary.

PARIS: International Exhibition of Advanced Transportation Systems (Transport-Expo). 19-24 April 1977. Apply M. D. Berger, Exhibition Consultants Ltd, 11 Manchester Square, London, W.1 (01-486 1951).

STUTTGART: International Collectors' Exchange and German Weapons Fair (ISA '77). 18-22 May 1977. * Apply CES (Overseas) Ltd, Bridge House, 181 Queen Victoria Street, London, E.C.4 (01-236 0911).

AMSTERDAM: International Stamp Exhibition (Amphilex). 27 May-2 June 1977. Apply Miss R. Bentley, 19 Freke Road, London SW11 5PU (01-228 2880).

SALONIKA: 5th International Marble Fair. 5-12 June 1977. Apply Foire Internationale de Thessaloniki, Thessaloniki 36, Greece (Thessaloniki 271 823).

ZAGREB: 4th International Public Utility Equipment Fair (Urbanex). 6-10 June 1977. Apply R. D. Sherman, ECL (Exhibition Agencies) Ltd, 11 Manchester Square, London W1M 5AB (01-486 1951).

Inquiries: sections 4 and 5

Requests for information about trade fair costs and conditions should be made to the organisers or their UK agents.
For general inquiries contact the Department of Trade's Fairs and Promotions Branch, 26 Old Bailey, London EC4M 7HU (01-248 5757).

PARIS: Perfumery and Cosmetics Industry Exhibition. 6-10 June 1977. Apply Mr Beaucourt, Comite des Expositions de Paris, 7 Rue Copernic, 75782 Paris, Cedex 16 (553 86 30).

KIEV: Exhibition of Building Materials and Equipment for their Manufacture (Building Materials). 21 June-4 July 1977. Apply USSR Chamber of Commerce and Industry, 1a Sokolnichesky Val, 107232 Moscow (268-70-83, Telex 7185 UIV TPP).

FLORENCE: International Antique Dealers' Fair. September 1977. Apply Signor Giuseppe Bellini, International Antique Dealers' Fair, Palazzo Strozzi. Florence.

STOCKHOLM: International Exhibition on Construction and Maintenance of Excavated Rock Caverns (Rockstone). 4-8 September 1977. Apply Marketing Exhibitions Ltd, 113-123 Upper Richmond Road, London SW15 2TL (01-739 0901).

HAMBURG: Modern Family Exhibition. 3-11 September 1977. Apply Hamburg Exhibition-Congress Centre, 13 College Place, Southampton SO1 2FE (0703 31134/5).

STUTTGART: International Trade Exhibition for Home Improvement Supplies (Do-It-Yourself). 7-11 September 1977. * Apply CES (Overseas) Ltd, Bridge House, 181 Queen Victoria Street, London, E.C.4 (01-236 0911).

PARIS (LE BOURGET): Technical Assembly Days. 13-16 September 1977. Apply M. D. Berger, Exhibition Consultants Ltd, 11 Manchester Square, London, W.1 (01-486 1951).

DUBLIN: International Education and Training Exhibition and Conference (ETEX). 27 September-1 October 1977. Apply Education and Training Associates, 74 Northumberland Road, Ballsbridge, Dublin 4 (60932).

PARIS: Do-It-Yourself Exhibition (Bricolage). October 1977. Apply Mr Devos, Salon du Bricolage, 42 Rue du Louvre, Paris 75001 (231 40 31).

STRASBOURG: Market for European Sub-Contracting (Midest). 10-14 October 1977. Apply Midest, Parc des Expositions, BP 1593, F 54027 Nancy ((28) 53 0901).

MOSCOW: Exhibition of Optics used by Man, Science and Industry and in Culture and Everyday Life (Optika). 13-23 October 1977. Apply USSR Chamber of Commerce and Industry, 1a Sokolnichesky Val, 107232 Moscow (268-70-83, Telex 7185 UIV TPP).

STRASBOURG: International Market for European Sub-Contracting (Midest). 17-21 October 1977. Apply Midest, Parc des Expositions, BP 1593, F 54027 Nancy, Cedex ((28) 53 0901).

ZAGREB: 4th International Exhibition of Teaching Appliances and Training Equipment (Educa). 17-22 October 1977. Apply R. D. Sherman, ECL (Exhibition Agencies) Ltd, 11 Manchester Square, London W1M 5AB.

BUDAPEST: International Exhibition of School Equipment and Teaching Aids. 19-25 October 1977. Apply Hungexpo, H-1441, Budapest, P.O. Box 44 Hungary.

PARIS: Equestrian Exhibition. 7-13 December 1977. Apply Spodex, 12 Rue Clapeyron, 75008 Paris (522 94 60).

1978

PARIS (LE BOURGET): International Entertainment Technology and Leisure Equipment Exhibition (Forainexpo-Amusexpo). 11-13 January 1978. Apply M. D. Berger, Exhibition Consultants Ltd, 11 Manchester Square, London, W.1 (01-486 1951).

MUNICH: International Trade Fair for Watches, Clocks, Jewellery and Silverware (Inhorgenta). 9-12 February 1978. * Apply Exhibition Consultants Ltd, 11 Manchester Square, London, W.1 (01-486 1951).

BILBAO: International Machine Tools Trade Fair. March 1978. Apply Bilbao Trade Fair, Apartado 468, Bilbao, Spain.

MUNICH: International Light Industries and Handicrafts Fair (IHM). 11-19 March 1978. * Apply Exhibition Consultants Ltd, 11 Manchester Square, London, W.1 (01-486 1951).

GOTHENBURG: Public Transport Systems in Urban Areas Trade Fair. 27-30 June 1978. Apply Svenska Massan, Skanegatan 26, S-41251, Gothenburg (031-20 00 00).

PARIS: Do-It-Yourself Exhibition (Bricolage). October 1978. Apply Mr Devos, Salon du Bricolage, 42 Rue du Louvre, Paris 75001 (231 40 31).

MUNICH: International Transport Exhibition (Transport '78). 17-21 October 1978. Apply Exhibition Consultants Ltd, 11 Manchester Square, London, W.1 (01-486 1951).

FAIRS OUTSIDE EUROPE

1977

CHICAGO: World Fair for Technology Exchange. 7-11 February 1977. Apply Dr Dvorkovitz and Associates, P.O. Box 1748, Ormond Beach, Florida 32070, USA.

SAUDI ARABIA: International Trade Fair. 15-29 March 1977. Apply Norman F. Keenan and Associates, Crown House, Morden, Surrey SM4 5EB (01-540 1101).

TEL AVIV: International Trade Fair (Modern Living) (Consumer Goods). 28 April-14 May 1977. Apply Yerid Hamizrakh, Exhibitions Co Ltd, P.O. Box 21075, Tel Aviv 61210, Israel (474181, Cables Interfair, Telex 32470 Coin-il).

TEHRAN: International Technology Fair. 20-27 May 1977. Apply Iran International Fair and Exhibitions Corporation, Registration Office, P.O. Box 33-22, Tajrish, Tehran, Iran.

SYDNEY: Asian Trade Fair. 29 May-6 June 1977 Apply Riddell Exhibition Promotions Pty Ltd, 166 Albert Road, South Melbourne, Victoria. 3205.

TEHRAN: Transport and Communications Fair. 10-17 June 1977. Apply Iran International Fairs and Exhibition Corporation, Registration Office, P.O. Box 33-22, Tajrish, Tehran, Iran.

1978

KHARTOUM: First International Fair of Khartoum. 19-27 January 1978. Apply P. J. Evans, Exhibition Consultants Ltd, 11 Manchester Square, London W1M 5AB (01-486 1951).

Agriculture, forestry, fishing and agricultural machinery

1977

LOUISVILLE: National Farm Machinery Show. 16-19 February 1977. Apply Les G. Carlisle, Box 21179, Fair Exp. Cent., Louisville, Ky 40221.

DAKAR: African Fisheries Exhibition. 16-22 February 1977. Apply Industrial and Trade Fairs International Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (021-705 6707).

KANSAS CITY: Western Farm Show. 27 February-2 March 1977. Apply J. Keith Melvin, Bus. Manager, 638 W. 39th Street, Kansas City, Mo. 64111.

SYDNEY: Royal Easter Show. 1-12 April 1977. Apply Royal Agriculture Society of NSW, GPO Box 4317, Sydney, NSW 2001.

BRISBANE: Royal National Show. 11-20 August 1977. Apply Royal National Agricultural and Industrial Association, Gregory Terrace, Brisbane, Queensland 4000.

HALIFAX: World Fishing Exhibition. 31 August-7 September 1977. Apply Industrial and Trade Fairs International, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (021-705 6707).

OTTAWA: Forest Industries Equipment Exhibition. October 1977. Apply J. T. Creighton, Show Manager, 1450 Don Mills Road, Don Mills, Ontario.

SYDNEY: 4th Meat and Allied Trades Fair. 17-19 October 1977. Apply Riddell Exhibition Promotions Pty Ltd, 166 Albert Street, South Melbourne, Vic. 3205.

SYDNEY: Orange National Field Days. 14-17 November 1977. Apply Australian National Field Days – Orange, 205 Anson Street, Orange, NSW 2800.

ATLANTA: International Educational Poultry Show. 1977. Apply H. E. Ford, Southeastern International Educational Trade Association, 1456 Church Street, Decatur, Georgia 30030.

DAKAR: 1st Agricultural and Hydro-Equipment Fair. 1-7 December 1977. Apply Expo Carrefour Afrique, 7 Rue de Thiong, BP 1656 Dakar, Senegal (266 50 203 29).

1978

VANCOUVER: Forest Industries Equipment Exhibition. September 1978. Apply J. T. Creighton, Show Manager, 1450 Don Mills Road, Don Mills, Ontario.

Aircraft and aeronautical equipment

1977

ANAHEIM: Helicopter Association of America. 6-9 February 1977. Apply R. A. Richardson, 156 15th Street N.W., STE 610, Washington 20005.

JOHANNESBURG: Aviation Africa. 6-10 October 1977. Apply W. Martin, Specialised Exhibitions, 11 Manchester Square, London W1M 5AB.

Books and periodicals

1977

MONTREAL: International Book Fair. 13-17 April 1977. Apply Ed. Matheson, Montreal Book Fair, 436 East Sherbrooke Road, Montreal, Quebec H2L 1J6 ((514) 842-8411).

ADELAIDE: Australian Booksellers' Exhibition and Conference. 14-19 April 1976. Apply Australian Booksellers' Association, Box 3254, GPO, Sydney, NSW 2000.

1978

MONTREAL: International Book Fair. April 1978 Apply: J. Z. Leon Patenaude, Executive Director, 436 Sherbrooke Street, East Montreal PQ H2L 1J6.

Building, public works and construction equipment

1977

CHICAGO: International Public Works Congress and Equipment Show. 10-15 September 1977. Apply American Public Works Association, 1313 East 60th Street, Chicago, Illinois 60637.

TEL AVIV: International Building Materials Exhibition (Aclim '77). 10-14 October 1977. Apply Yerid Hamizrakh, Exhibitions Co Ltd, P.O. Box 21075, Tel Aviv 61210, Israel (474131, Cables Interfair, Telex 32470 Coin-il).

1978

DALLAS: National Association of Home Builders' Exposition. January 1978. Apply E. D. Dobson, 15th and M. Streets, NW Washington DC, 20005.

Chemicals and allied industries including plastics

1977

CHICAGO: Exposition of Chemical Industries. 5-8 December 1977. Apply V. McDonnell, President, International Exposition Co, 200 Park Avenue, New York City, NY 10017.

HONG KONG: Industrial Chemicals Show. 9-13 December 1977. Apply Exhibitions Department, Federation of Hong Kong Industries, Eldex Industrial Building, 12th Floor Unit A, 21 Ma Tau Wei Road, Hung Hon, Kowloon, Hong Kong.

1978

MILWAUKEE: Off Highway Vehicle Exposition. September 1978. Apply A. L. Weldy, Show Manager, 400 Commonwealth Drive, Warrendale, PA 15096.

TORONTO: Canadian Chemical and Process Equipment Exhibition. October 1978. Apply J. T. S. Creighton, Show Manager, Southex, 1450 Don Mills, Don Mills, Ontario.

BOMBAY: Chem-Tech-78 Fair. Apply Secretariat, Taj Building, 3rd Floor, 210D, Naoroji Road, Bombay 400 023.

4 OTHER OVERSEAS FAIRS: OUTSIDE EUROPE

Clothing

1977

NEW YORK: National Outerwear and Sportswear Association Suppliers' Exhibition (NOSA): October 1977. Apply Irene Rose, NOSA, 1 Penn Plaza, New York, NY 10001 ((212) 594-6647).

Engineering, electrical and electronic including radio and television

1977

PHILADELPHIA: American Welding Society Annual Meeting and Welding Exposition. 25-29 April 1977. Apply American Welding Society, 2501 NW 7th Street, Miami, Florida 33125.

PHILADELPHIA: National Electronic Packaging and Production Conference and Exhibition (Nepcon East). 14-16 June 1977. Apply Kiver Communications Ltd, 149-155 Ewell Road, Surbiton, Surrey KT6 6AW.

SYDNEY: International Radio and Electronics Engineering Convention '77. 8-12 August 1977. Apply The Institute of Radio and Electronics Engineers, Australia, ADC Building, 189 Kent Street, Sydney, NSW 2000.

SYDNEY: 2nd Consumer Electronic Show. 4-9 August 1977. Apply Riddell Exhibition Promotions Pty Ltd, 166 Albert Road, South Melbourne, Vic. 3205.

BANGKOK: International Conference on Computer Applications in Developing Countries (ICCA). 22-25 August 1977. Apply Dr Fook Loy Ng, Secretary ICCA, Asian Institute of Technology, P.O. Box 2754, Bangkok, Thailand.

TORONTO: International Electronics Exposition. 26-28 September 1977. Apply Grant Smedmor Ltd, 1450 Don Mills Road, Don Mills, Ontario M3B 2X.

NIAGARA FALLS: Instrument Automation Conference and Exhibition (ISA). 17-20 October 1977. Apply D. M. Mitchell, 400 Stanwix Street, Pittsburg, PA 15222.

SYDNEY: 3rd International Electrical, Electronic Engineering, Measurement and Control Exhibition and Convention. 18-21 October 1977. Apply Convention and Exhibition Administration, P.O. Box 259, Roseville, NSW 2069.

1978

NEW YORK: National Electronic Packaging and Production Conference (Nepcon East). June 1978. Apply P. Pulls, President, Industrial Scientific Management, 222 W. Adams Street, Chicago, IL 60606.

PHILADELPHIA: Instrument Automation Conference and Exhibition (ISA). October 1978. Apply D. Mitchell, ADM, 400 Stanwix Street, Pittsburgh, PA 15222.

Engineering, other

1977

USA: International Die Casting Exposition and Congress. March 1977. Apply The Society of Die Casting Engineers Inc, 16007 West 8 Mile Road, Detroit, Michigan 48235.

TOKYO: Fluid Power Equipment Exhibition. April 1977. Apply US Department of Commerce, Tameike Tokyu Building, 1-1-14, Akasaka, Minato-Ku, Tokyo.

TOKYO: International Metalworking Machines Exhibition. April 1977. Apply The Industrial Daily News, 1-8-10, Kudan-Kita, Chiyoda-Ku, Tokyo.

OSAKA: International Metalworking Machines Exhibition. May 1977. Apply The Industrial Daily News, 2-1, Kyobashi-Maeno-Cho, Higashi-Ku, Osaka.

NAGOYA: International Metalworking Machines Exhibition. May 1977. Apply The Industrial Daily News, 1-11, Takaoka-Cho, Higashi-Ku. Nagoya.

PHILADELPHIA: American Welding Society Annual Meeting and Welding Exposition. 25-29 April 1977. Apply E. Krisman, Executive Director. Metals Park, OH 44073.

TOKYO: International Mechanical Handling Exhibition. June 1977. Apply JMA Exhibition Management Centre, Japan Management Association, 1-22, 3-Chome, Shiba-Park, Minato-Ku, Tokyo 105, Japan.

JOHANNESBURG: Constor '77. 24-30 August 1977. Apply A. Jauncey Industrial Promotions of South Africa, P.O. Box 84248 (Greenside 2034), South Africa.

CLEVELAND: Iron and Steel Exposition. 26-29 September 1977. Apply S. Seem, or D. Dorrell, Association of Iron and Steel Engineers, Suite 2350, Three Gateway Center, Pittsburgh, PA 15222.

DETROIT: Quality Testing Show. 4-6 October 1977. Apply American Society for Nondestructive Testing, 300 Riverside Drive Colombus, Ohio 43221.

CHICAGO: Sheet Metal Engineering Conference and Exposition. 11-13 October 1977. Apply Wm. J. Hilty, Society of Manufacturing Engineers, 20501 Ford Road, P.O. Box 930, Dearborn, Michigan 48128, USA ((313) 271-1500, Telex 23-0477).

CHICAGO: Materials Show. 25-27 October 1977. Apply H. Freed, Show Director, 614 Superior Avenue, West Cleveland, OH 44115.

1978

PHILADELPHIA: SME International Tool and Manufacturing Exposition and Engineering Conference. April 1978. Apply Wm. J. Hilty, Director Conferences and Exposition, 20501, Ford Road, Dearborn. MI 48128.

Foodstuffs, food machinery, hotel and catering equipment

1977

DALLAS: Annual Convention of the American Supermarket Institute. 1-4 May 1977. Apply Mrs S. Gidley, Convention Services, Supermarket Institute. 303 E Ohio Street, Chicago ((312) 467-7150).

CHICAGO: National Restaurant/Hotel/Motel Convention and Exhibition. 21-25 May 1977. Apply G. J. Roper, Convention Director, 1530 N Lake Shore, Chicago, IL 60610.

TOKYO: International Frozen Foods Industry Exhibition. June 1977. Apply JMA Exhibition Management Center, Japan Management Association, 1-22, 3-Chome, Shiba-Park, Minato-Ku, Tokyo 105, Japan.

MELBOURNE: International Catering Trade Fair (Foodservice '77). 10-13 July 1977. Apply IPC Exhibitions Pty Ltd, 3-13 Queen Street, Chippendale, NSW 2008 (Sydney 69-5651).

MELBOURNE: 16th Annual National Accommodation and Catering Exhibition and Seminar. 8-10 August 1977. Apply National Accommodation and Catering Exhibition and Seminar Secretary, Suite 20, 553 St Kilda Road, Melbourne, Vic. 3004.

RANDWICK, NSW, AUSTRALIA: Liquor Retailing '77. September 1977. Apply IPC Exhibitions Pty Ltd, 3 Queen Street, Chippendale, NSW 2008.

ATLANTIC CITY: American Baking Industry Exposition (Baking Expo '77). 8-13 October 1977. Apply Jane C. Kellam, Business Convention Manager, 650 Mills Boulevard, 1700 Pennsylvania Avenue, NW Washington, DC 20006.

TEL AVIV: 3rd International Hotel and Catering Exhibition. 10-14 October 1977. Apply Yerid Hamizrakh, Exhibitions Co Ltd, P.O. Box 21075, Tel Aviv 61210, Israel (474 131, Cables Interfair, Telex 32470 Coin-Il).

1978

CHICAGO: National Restaurant/Hotel/Motel Convention and Exhibition. May 1978. Apply G. J. Roper, Convention Director, 1530 N Lake Shore, Chicago, IL 60610.

Inquiries: sections 4 and 5

Requests for information about trade fair costs and conditions should be made to the organisers or their UK agents.
For general inquiries contact the Department of Trade's Fairs and Promotions Branch, 26 Old Bailey, London EC4M 7HU (01-248 5757).

Footwear

1977

MONTREAL: International Footwear Exhibition. August 1977. Apply P. Robillard, Canadian International Footwear Exposition, 1010 St Catherine Street West, Suite 710, Montreal, Quebec H3B 3R4 ((514) 878-9337).

Furniture, furnishings, household equipment and hardware

1977

SYDNEY: Furniture Exhibition. 6-11 May 1977. Apply NSW Guild of Furniture Manufacturers, 1 King Street, Newtown, NSW 2042.

SAN FRANCISCO: Western Merchandise Mart. July 1977. Apply L. Rogers, Western Merchandise Mart, 1355 Market Street, San Francisco, California 94103.

DALLAS: Market Center Furniture Exhibition. 11-16 July 1977. Appy B. Cooper, Dallas Market Center, 2100 Stemmons Freeway, Dallas, Texas 75207.

SYDNEY: Hardware Retailers' Exhibition. 5-7 September 1976. Apply Hardware Retailers' Association of NSW, 304 Old South Head Road, Watsons Bay, NSW 2030.

SYDNEY: 1977 RAS Spring Fair, including the Sydney Better Living Exhibition. 30 September-3 October 1977. Apply Royal Agricultural Society of NSW, GPO Box 4317, Sydney, NSW 2100.

MONTREAL: International Conference and Exhibition of the Furniture and Woodworking Industry (Infote Canada). 21-23 October 1977. Apply J. E. Myles, The Association of Furniture Makers of Quebec Inc., CP 1002, Place Bonaventure, Montreal, Que H5A 1E9.

Gas and oil extraction and distribution

1977

USA: April 1977 Annual Conference and Exhibition of the Petroleum Industry Electrical Association (PIEA). Petroleum Electrical Supply Association (PESA). Petroleum Electrical Power Association (PEPA). Apply D. R. McCullough, PIEA Exhibits Manager, 4302 Airport Boulevard, Austin, Texas 78722.

Hospital, medical, surgical and dental equipment

1977

MELBOURNE: Annual Scientific Congress of the Australian College of Opthalmologists and Trade Exhibition of Equipment. 27 March-1 April 1977. Apply Dr I. Robertson, Congress Chairman, 82 Collins Street, Melbourne, Vic. 3000.

SYDNEY: 7th International Congress on Dietetics and Exhibition. 4-10 May 1977. Apply IPC Exhibitions Pty Ltd, 3 Queen Street, Chippendale, NSW 2007.

JAPAN: International Modern Hospital Show. May 1977. Apply Nippon Office Management Association, Seikyo Kaikan 4-1-13, Sendagaya, Shibuya-Ku, Tokyo.

HOBART, TASMANIA: Annual Scientific Meeting of the Royal Australasian College of Physicians and Medical Trade Exhibition. 11-13 May 1977. Apply Royal Australasian College of Physicians 145 Macquarie Street, Sydney, NSW 2000.

SYDNEY: 6th International Association of Oral Surgeons and Equipment Exhibition. 16-19 May 1977. Apply Superintendent, Dental Hospital of Sydney, 14 Chalmers Street, Sydney NSW 2000.

MELBOURNE: 3rd International Medicare-Labtronex Exhibition and Convention. 25-29 July 1977. Apply Convention and Exhibition Administration, P.O. Box 259, Roseville, NSW 2069.

ADELAIDE: Royal Australasian College of Physicians Scientific Meeting and Trade Medical Exhibition. 19-21 October 1977. Apply Royal Australasian College of Physicians, 145 Macquarie Street, Sydney, NSW 2000.

1978

USA: International Society for Medical Technology Biennial Meeting and Exhibition. June 1978. Apply American Society for Medical Technology, 5555 Westloop South, Suite 200, Bellaire, Texas 77401.

Jewellery and giftware

1977

SYDNEY: International Gift Trade Fair. 19-24 February 1977. Apply World Promotions Pty Ltd, 4-14 Foster Street, Surry Hills, NSW 2010.

TORONTO: Gift Show. 27 February-3 March 1977. Apply R. Johnson, National Gift Shows, 1450 Don Mills Road, Don Mills, Ontario M3B 2X7 ((416) 445-6641).

LOS ANGELES: California Gift Show. July 1977. Apply Trade Shows Ltd, 905 Mission Street, South Pasadena.

NEW YORK: Gift Show. August 1977. Apply Little Brothers Shows Inc, 261 Madison Avenue, New York, NY 10016 ((212) 986-8000).

Laundry and allied services

1978

TORONTO: Canadian Launderers' and Dry Cleaners' Show and Car Wash Exposition. 3-5 October 1978. Apply 481 University Avenue, Toronto, Canada, M5W 1A7.

Leather, leather goods and fur

1977

ST LOUIS: Marriott Hotel, St Louis. Leather and Allied Industries Show. March 1977. Apply Mrs V. A. Yard, St Louis Leather and Allied Industries Show, 529 North Holmes Avenue, St Louis, MO 63122 (966-0685).

Motor vehicles, motor cycles and cycles

1977

MELBOURNE: International Motor Show. 10-19 March 1977. Apply Australian Automobile Dealers Association (Vic), Victorian Automobile Chambers of Commerce, 464 St Kilda Road, Melbourne, Victoria 3004.

GUILDFORD, AUSTRALIA: Truck Expo '77. Mid-end July. Apply Commercial Vehicles Industry Association of New South Wales, Silverwater Road, Auburn, NSW 2144.

SYDNEY: International Motor Show. 19-27 August 1977. Apply Chamber of Automotive Industries, PO Box 311, Kings Cross 2011.

MILWAUKEE: Off-Highway Vehicle Exposition. 12-15 September 1977. Apply Society of Automotive Engineers Inc, 400 Commonwealth Drive, Warrendale, Pennsylvania.

MELBOURNE: International Motor Cycle Show. 18-25 September 1977. Apply Riddell Exhibition Promotions Pty Ltd, 166 Albert Road, South Melbourne, Vic. 3205.

1978

TORONTO: Automobile Show. February 1978. Apply T. Homewood, Show Manager, 2221 Younge Street, Ste. 606, Toronto, ON M4S 1B6.

Music and musical instruments

1977

MELBOURNE: 3rd National Musical Merchandise Exhibition. 23-31 July 1977. Apply Riddell Exhibition Promotions Pty Ltd, 166 Albert Road, South Melbourne, Vic. 3205.

Office machinery and equipment

1977

HONG KONG: Office Equipment Show. 16-20 September 1977. Apply Exhibitions Department, Federation of Hong Kong Industries, Eldex Industrial Building, 12th Floor, Unit A, 21 Ma Tau Wei Road, Hung Hon, Kowloon, Hong Kong.

Packaging machinery and materials including containers

1978

TORONTO: International Materials Handling and Distribution Show. 1978. Apply D. Scott, Show Manager, 1430 Birchmont Road, Scarborough, Ontario.

Scientific instruments and nuclear equipment

1977

OSAKA: Scientific Instruments Show. April 1977. Apply The Nihon Kogyo Shimbun Co Ltd, 27 Umeda-Cho, Kita-Ku, Osaka.

HONG KONG: Scientific Equipment Show. 8-12 July 1977. Apply Exhibitions Department, Federation of Hong Kong Industries, Eldex Industrial Building, 12th Floor, Unit A, 21 Ma Tau Wei Road, Hung Hon, Kowloon, Hong Kong.

Ships and boats

1977

DURBAN: International Boat Show '77. 16-24 July 1977. Apply International Boat Show 1977, PO Box 2039, Durban 4000, South Africa.

MELBOURNE: SAIL BOAT '77. 18-22 May 1977. Apply Riddell Exhibition Promotions Pty Ltd, 166 Albert Road, South Melbourne, Vic. 3205.

MELBOURNE: Herald National Boat Show and Camping Display. 3-10 July 1977. Apply Riddell Exhibition Promotions Pty Ltd, 166 Albert Road, South Melbourne, Vic. 3205.

SYDNEY: International Boat Show. 5-10 August 1977. Apply Daniel and Cruickshank Pty Ltd, Suite 202, 11 Clarke Street, Crows Nest, NSW 2065.

BRISBANE: 'Telegraph' Boat Show. Dates not yet set. Apply Queensland Newspapers Pty Ltd, Campbell and Mayne Streets, Brisbane, QLD 4000.

Sports goods and camping equipment including caravans

1977

SYDNEY: Sport, Health, Recreation Fair '77. 14-22 May 1977. Apply Centre Promotions, 17 Chester Street, Sylvania, NSW 2224.

TOKYO: 40th Tokyo International Sports Goods Fair. May 1977. Apply Tokyo Sports Goods Wholesaler Association, 5-8-6, Asakusabashi, Taito-Ku, Tokyo.

MELBOURNE: Caravan and Camping Show. May 1977. Apply Caravan and Camping Industries Association of Victoria, 65 Wellington Street, Windsor, Vic 3181.

SYDNEY: Caravan and Outdoor Leisure Show. May 1977. Apply Daniel and Cruickshank Pty Ltd, 11 Clark Street, Crows Nest, NSW 2065.

TOKYO: 41st Tokyo International Sports Goods Fair. November 1977. Apply Tokyo Sports Goods Wholesaler Association, 5-8-6, Asakusabashi, Taito-Ku, Tokyo.

Textiles and textiles machinery

1977

SAO PAULO: International Textile Machinery Fair (Itmex '77). 10-18 September 1977. Apply R. E. France, British Textile Machinery Association, 444-446 The Royal Exchange, Manchester M2 7EP (061-834 2991).

Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment

1977

TOKYO: International Anti-Pollution Exhibition. March 1977. Apply The Nihon Kogyo Shimbun Co Ltd, 1-7-2, Ohtemachi, Chiyoda-Ku, Tokyo.

SYDNEY: Interclean '77 Exhibition and Seminar. 3-5 May 1977. Apply P. MacSween, Association of Cleaning Contractors of Australia, 224 Victoria Road, Drummoyne, NSW 2047.

SYDNEY: Australian Air Conditioning and Refridgeration Exhibition. 7-9 June 1977. Apply South Pacific Total Concept Exhibitions Pty Ltd, 475 Pittwater Road, Brookvale Road. NSW 2100.

OSAKA: International Environmental Pollution Control Exhibition. September 1977. Apply The industrial Daily News, 2-1 Kyobashi-Maeno-Cho, Higashi-Ku, Osaka.

TOKYO: International Heating, Air-conditioning and Sanitary Engineering Exhibition. October 1977. Apply: JMA Exhibition Management Center, Japan Management Association, 1-22, 3-Chome, Shiba-Park, Minato-Ku, Tokyo 105, Japan.

OSAKA: International Anti-Pollution Exhibition. November 1977. Apply The Nihon Kogyo Shimbun Co Ltd, 1-7-2, Ohtenachi, Chiyoda-Ku, Tokyo.

Artist's impression of Brighton's new exhibition and conference centre

4 OTHER OVERSEAS FAIRS: OUTSIDE EUROPE

Other specialised fairs

1977

TORONTO: Canadian Education Showplace. 22-24 February 1977. Apply L. Haines, Show Manager, Industrial and Trade Shows, 481 University Avenue, Toronto, ON 2.

CHICAGO: Railway Engineering Maintenance Suppliers' Association. 29-31 March 1977. Apply L. D. McGuan, Executive Secretary, 332 S. Michigan Avenue, Chicago, IL 60604.

TOKYO: 2nd International Ideal and Inventions Product Exhibition. March 1977. Apply The Japan Society for the Advancement of Inventions, The Society for the Advancement of Skill, 3-1-6. Iidabashi, Chiyoda-Ku, Tokyo.

JAPAN: 17th World Good Design Exhibition. March 1977. Apply Osaka Foreign Trade Institute, Osaka Prefectural Government, 56 Hashizume-Cho, Uchi-Honmachi, Higashi-Ku, Osaka.

JERUSALEM: Laboratory Equipment Exhibition. 11-15 April 1977. Apply Exhibition Manager, Laboratory Equipment Exhibition, P.O. Box 16271, Tel Aviv, Israel.

NEW YORK: Premium Show (New York Coliseum). 2-5 May 1977. Apply J. R. Thalheim, Thalheim Exposition Management Corporation, 98 Cutter Mill Road, Great Neck, NY 11021 (212-357 3555).

CHICAGO: International Security Conference and Exhibition. 22-25 May 1977. Apply A. Lilienthal, Conference Director, 2639, S. LA Cienega Boulevard, Los Angeles, Ca. 90034.

SINGAPORE: Home Show '77. 4-12 June 1977. Apply Singapore Home Show 6E Mount Sophia, Singapore 9.

SYDNEY: 2nd Annual Security Industry Exhibition. July 1977. Apply Daniel Cruikshank Pty Ltd, 11 Clarke Street, Crows Nest, NSW 2064.

JAPAN: 3rd International Ideal and Inventions Product Exhibition. July 1977. Apply The Japan Society for the Advancement of Inventions, The Society for the Advancement of Skill, 3-1-6, Iidabashi, Chiyoda-Ku, Tokyo.

TORONTO: Federation for Information Processing Congress. 8-10 August 1977. Apply c/o National Computer Conference, 210 Summit Avenue, Montvale, NJ 07645.

MELBOURNE: Sun News – Pictorial International Homes Show. 20-28 August 1977. Apply Riddell Exhibition Promotions Pty Ltd, 166 Albert Road, South Melbourne, Victoria 3205.

SINGAPORE: Asian Business Exposition (ABEX). 7-10 September 1977. Apply R. Avis, Kiver Communications Ltd, 149/155 Ewell Road, Surbiton, Surrey, England (01-390 0281).

OSAKA: 4th International Ideal and Inventions Product Exhibition. September 1977. Apply The Japan Society for the Advancement of Inventions, The Society for the Advancement of Skill, 3-1-6, Iidabashi, Chiyoda-Ku, Tokyo.

JOHANNESBURG: Security and Safety in '77. 22-24 September 1977. Apply Exhibition Co-ordinator, Safety and Security '77, P.O. Box 78527, Johannesburg (Sandton 2146).

NEW YORK CITY: Information Systems Exposition and Conference. 17-20 October 1977. Apply Clapp and Poliak Inc 245 Park Avenue, New York, NY 10017.

CHICAGO: National Safety Congress. 17-20 October 1977. Apply W. L. Tofany, President, 425 N. Michigan Avenue, Chicago, IL 60611.

TOKYO: 5th International Ideal and Inventions Product Exhibition. November 1977. Apply The Japan Society for the Advancement of Inventions, The Society for the Advancement of Skill, 3-1-6, Iidabashi, Chiyoda-Ku, Tokyo.

LIMA, PERU: Pacific International Fair. November 1977. Apply Norman F. Keenan and Associates, Crown House, Morden, Surrey SM4 5EB.

ST LOUIS: National School Supply and Equipment Association (Nssea). 11-15 November 1977. Apply J. A. Sanders, 1500 Wilson Boulevard, Arlington, VA 22209.

1978

CHICAGO: International Security Conference and Exhibition. May 1978. Apply A. Lilienthal, Conference Director, 2639, S. LA Cienega Boulevard, Los Angeles, CA 90034.

JOHANNESBURG: Training and Education Exhibition. 10-14 July 1978. Apply W. Martin, Specialised Exhibitions, 11 Manchester Square, London, W1M 5AB.

5 UK FAIRS

General fairs

1977

BRIGHTON: Bri-Expo Brighton International Exhibition. 20-28 August 1977. At Metropole Exhibition Centre. * Apply Lawson Organisation, Green Dragon House, 64 High Street, Croydon CR9 2UH (01-868 5741).

Agriculture, forestry, fishing, agricultural machinery

1977

STOKE MANDEVILLE: European Poultry Fair. 4-5 May 1977. At BOCM Silcock Farm. * Apply BOCM Silcock Ltd, Development Farm, Risborough Road, Stoke Mandeville, Aylesbury, Bucks HP22 5XW (Aylesbury (0296) 612661).

BELFAST: Royal Ulster Annual Show and Industrial Exhibition. 25-28 May 1977. At Balmoral Showground. * Apply Royal Ulster Agricultural Society, Kings Hall, Balmoral, Belfast BT9 6GW (Belfast 665225).

SHEPTON MALLET: Royal Bath and West Counties Bi-Centenary Show. 31 May-4 June 1977. At Showground. * Apply Bath and West and Southern Counties Society, Showground, Shepton Mallet, Somerset BA4 6QN (Shepton Mallet (0749) 3366).

MALVERN: Three Counties Agricultural Society's Show. 14-16 June 1977. At Malvern Show Site. * Apply Secretary, Three Counties Show, Malvern, Worcs WR13 6NW (Malvern 61731).

INGLISTON: Royal Highland Show. 21-24 June 1977. At Royal Highland Showground. * Apply Royal Highland and Agricultural Society of Scotland, Ingliston, Newbridge, Midlothian EH28 8NF (031-333 2444).

NORWICH: Royal Norfolk Agricultural Show. 29-30 June 1977. At Showground, New Costessey. * Apply Royal Norfolk Agricultural Association, Dereham Road, New Costessey, Norwich NR5 0TT, Norfolk ((0603) 742000).

KENILWORTH: Royal Agricultural Show. 4-7 July 1977. At National Agricultural Centre. * Apply Royal Agricultural Society of England, National Agricultural Centre, Kenilworth, Warwicks CV8 2LG (Coventry 56151).

HARROGATE: Great Yorkshire Show. 12-14 July 1977. At the Showground. * Apply Yorkshire Agricultural Society, Great Yorkshire Showground, Hookstone Oval, Harrogate, N. Yorkshire (Harrogate 61536).

BUILTH WELLS: Royal Welsh Agricultural Show. 19-21 July 1977. At Builth Wells Showground, Llanelwedd. * Apply Royal Welsh Agricultural Society Ltd, The Showground, Llanelwedd, Builth Wells, Breconshire LD2 3SY (Builth Wells 3683).

KENILWORTH: Dairy Farming Event. 28-29 September 1977. At National Agricultural Centre. * Apply Royal Association of British Dairy Farmers, Robarts House, Rossmore Road, London NW1 6NP (01-723 8021).

Books and periodicals

1977

LONDON: SPEX (The London Book Fair). 6 October 1977. At Hotel Inter-Continental. * Apply Exhibition Manager, CBL Publishing Development Ltd, 16 Pembridge Road, London, W.11.

Building, public works and construction equipment

1977

BIRMINGHAM: IWIE (International Woodworking Industries Exhibition). 27 October-2 November 1977. At National Exhibition Centre. † Apply Building Trades Exhibitions Ltd, 11 Manchester Square, London W1M 5AB (01-486 1951).

BIRMINGHAM: Interbuild (International Building and Construction Exhibition). 16-25 November 1977. At National Exhibition Centre. * Apply Interbuild Exhibitions Ltd, 11 Manchester Square, London W1M 5AB (01-486 1951).

Chemicals and allied industries, including plastics and rubber

1977

HARROGATE: Powtech (International Powder Technology and Bulk Solids Exhibition and Conference). 15-17 March 1977. At Exhibition Centre. † Apply Specialist Exhibitions Ltd, Green Dragon House, 64 High Street, Croydon, Surrey CR9 2UH (01-686 5741).

LONDON: OCCA 29th Technical Exhibition of the Oil and Colour Chemists' Association. 22-25 March 1977. At Alexandra Palace. * Apply Oil and Colour Chemists' Association, Priory House, 967 Harrow Road, Wembley, Middlesex HA0 2SF (01-908 1086).

BRIGHTON: Rubberex '77 (International Rubber Exhibition). 16-20 May 1977. At Metropole Exhibition Centre. Apply Maclaren Exhibitions Ltd, PO Box 109, Davis House, 69/77 High Street, Croydon CR9 1QH, Surrey (01-688 7788).

BIRMINGHAM: Interplas (International Plastics and Rubber Exhibition). 15-23 September 1977. At National Exhibition Centre. Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (021-705 6706).

Clothing

1977

LONDON: Imbex (International Men's and Boys' Wear Exhibition). 28 February-4 March 1977. At Earls Court. * Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (021-705 6707).

LONDON: 50th Junior Fashion Fair. 20-24 March 1977. At Royal Horticultural Society's Hall. * Apply National Children's Wear Association, 40/42 Oxford Street, London W1N 9FJ (01-636 1833/4).

LONDON: The London Fashion Exhibition. 29 March-2 April 1977. At Earls Court. * Apply Earls Court and Olympia Ltd, Exhibition Building, Warwick Road, Earls Court, London SW5 9TA (01-385 1200).

BIRMINGHAM: British International Fashion Fair. 30 March-2 April 1977. At National Exhibition Centre. * Apply Clothing Export Council of Great Britain, Academy House, 26-28 Sackville Street, London W1X 1DA (01-734 9744).

LONDON: The London Designer Collections. 31 March-3 April 1977. At Inn-on-the-Park Hotel. Apply London Designer Collections, 17 Bridle Lane, London W1R 3ML (01-437 7257).

Inquiries: sections 4 and 5

Requests for informarion about trade fair costs and conditions should be made to the organisers or their UK agents.
For general inquiries contact the Department of Trade's Fairs and Promotions Branch, 26 Old Bailey, London EC4M 7HU (01-248 5757).

LONDON: The London Collections. 31 March-3 April 1977. At Inter-Continental Hotel. Apply Fashion Promotions Ltd, 32/34 Wellington Street, London WC2E 7BD (01-836 7342).

BIRMINGHAM: MAB (International Fashion Fair). 4-7 September 1977. At National Exhibition Centre. *Apply ITF-MAB Exhibitions Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands (021-705 6707).

Display and shop equipment

1977

LONDON: Intershop (Shop and Display Equipment Exhibition). 1-4 May 1977. At Olympia. * Apply Shop and Display Equipment Association, 18 Croydon Road, Caterham, Surrey CR3 6YR (Caterham (22) 48911/2).

BIRMINGHAM: Shopex '77 (International Self-Service, Display Equipment and Shopfitting Exhibition). 9-12 October 1977. At National Exhibition Centre. * Apply Westbourne Exhibitions Ltd, Crown House, Morden, Surrey SM4 5EB (01-540 1101).

Engineering, electrical and electronic, including radio and television

1977

LONDON: Hi-Fidelity '77 (International Exhibition and Seminar). 19-24 April 1977. At Heathrow Hotel, London Airport. * Apply Emberworth Ltd, 8 Furlong Road, Bourne End, Bucks (Radnage (024 026) 2674).

LONDON: London Electronic Component Show. 17-20 May 1977. At Olympia. * Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (021-705 6707).

BIRMINGHAM: IDEA (International Domestic Electrical Appliances Trade Fair). 24-27 May 1977. At National Exhibition Centre. Apply Montbuild Ltd, 11 Manchester Square, London W1M 5AB (01-486 1951).

LONDON: APRS '77 (International Exhibition of Professional Recording Equipment). 15-17 June 1977. At the Connaught Rooms, London, W.C.2. * Apply Association of Professional Recording Studios, 23 Chestnut Avenue, Chorleywood, Herts WD3 4HA (Rickmansworth (87) 72907).

LONDON: International Audio Festival and Fair. 12-18 September 1977 (Trade only 12 and 13). At Olympia. * Apply Illiffe Promotions Ltd, Dorset House, Stamford Street, London SE1 9LU (01-261 8000).

LONDON: Control and Instrumentation Exhibition and Conference. 13-15 September 1977. At West Centre Hotel. †Apply Morgan Grampian (Publishers) Ltd, 30 Calderwood Street, London SE18 6QH (01-855 7777).

BRIGHTON: Internepcon/UK. 18-20 October 1977. At Metropole Exhibition Centre. * Apply Kiver Communications Ltd, 149-155 Ewell Road, Surbiton, Surrey (01-390 0281).

Engineering, other

1977

BIRMINGHAM: Inspex (Engineering Inspection and Quality Control Exhibition). 28 March-1 April 1977. At National Exhibition Centre. † Apply Business Conferences and Exhibitions (Inspex) Ltd, 153 St Pauls Wood Hill, Orpington, Kent RB5 2SR (01-300 3200).

BIRMINGHAM: International Mechanical Handling Exhibition. 16-21 May 1977. At National Exhibition Centre. Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (021-705 6707).

GLASGOW: Scotmech (Scottish Handling, Plant Engineering and Maintenance Exhibition). 31 May-3 June 1977. At Kelvin Hall. Apply Turret Press Ltd, Exhibitions Division, 886 High Road, Finchley, London N12 9SB. (01-446 2411).

LONDON: Dust Control and Air Cleaning Exhibition. 20-23 September 1977. At Olympia. † Apply Technology Exhibitions Ltd, 1 Katharine Street, Croydon CR9 1LB (01-686 6339).

LONDON: Filtech (International Filtration and Separation Exhibition and Conference). 20-23 September 1977. At Olympia. † Apply Filtech Exhibitions Ltd, 1 Katharine Street, Croydon CR9 1LB (01-686 6339).

BIRMINGHAM: International Mining Exhibition. 10-15 October 1977. At National Exhibition Centre. Apply Brintex Exhibitions Ltd, 178/202 Great Portland Street, London W1N 6NH (01-637 2400).

BIRMINGHAM: Pemec (International Plant Engineering and Maintenance Exhibition and Conference). 31 October-4 November 1977. At National Exhibition Centre. * Apply Clapp and Poliak Europe Ltd, 232 Acton Lane, London W4 5DL (01-995 4806).

Foodstuffs, food machinery, hotel and catering equipment

1977

HARROGATE: National Meat Trades Fair. 9-11 May 1977. At Exhibition Centre. † Apply Brintex Exhibitions Ltd, 178-202 Great Portland Street, London W1N 6NH (01-637 2400).

LONDON: Delicatessen International Exhibition. 16-19 May 1977. At Royal Horticultural Society's New Hall, Westminster. † Apply Fairs and Exhibitions Ltd, 21 Park Square East, Regents Park, London, N.W.1 (01-935 8200).

LONDON: CTN (International Confectionery, Tobacco and Newsagency Exhibition). 15-18 May 1977. At Olympia. * Apply CTN Enterprises Ltd, Ashley House, 53 Christchurch Avenue, London N12 0DH (01-445 6344).

LONDON: Foodpack (International Food Processing, Packaging and Machinery Exhibition). 15-18 November 1977. At Earls Court. Apply BPS Exhibitions Ltd, 4 Seaford Court, 220-222 Great Portland Street, London W1N 5HH (01-388 2117).

Footwear

1977

HARROGATE: Autumn Shoes Exhibition. 27-29 March 1977. At Exhibition Centre. * Apply Shoe and Leather News (Exhibitions) Ltd, 84/88 Great Eastern Street, London EC2A 3ED (01-739 2071).

LONDON: British International Footwear Fair. 2-5 October 1977. At Olympia. * Apply Shoe and Leather News (Exhibitions) Ltd, 84-88 Great Eastern Street, London EC2A 3ED (01-739 2071).

Furniture, furnishings, household equipment and hardware

1977

LONDON: International Furniture Show. 6-13 February 1977. At Earls Court. * Apply BFM Exhibitions Ltd, 17 Berners Street, London W1P 4DY (01-580 5115).

LONDON: Daily Mail Ideal Home Exhibition. 8 March-2 April 1977. At Olympia. * Apply Angex Ltd, Temple House, Temple Avenue, London EC4Y 0JA (01-353 4000).

LONDON: Walpadex (International Decorating Materials Trade Show). 16-19 May 1977. At Royal Lancaster Hotel. * Apply S. M. Broughton, Wallpaper and Paint Retailers' Association, 14 Birmingham Road, Walsall, Staffs WS1 2NA (Walsall (0922) 31134).

LONDON: Decor (International Contract Furnishing and Interior Design Exhibition). 26-30 June 1977. At Olympia. * Apply Westbourne Exhibitions Ltd, Crown House, Morden, Surrey SN4 5EB (01-540 1101).

MANCHESTER: British Furniture Manufacturers' Exhibition. 8-11 August 1977. At Belle Vue and City Hall. * Apply BFM Exhibitions Ltd, 17 Berners Street, London W1P 4DY (01-580 5115).

HARROGATE: Northern Floor Coverings Fair. 6-9 September 1977. At the Exhibition Centre. * Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands (021-705 6707).

Handicrafts

LONDON: International Handicrafts and Do-It-Yourself Exhibition. 15-29 October 1977. At Olympia. *Apply A. J. Kreps, Link House Publications Ltd, Link House, Dingwall Avenue, Croydon, Surrey CR9 2TA (01-686 2599).

Horticulture and horticultural equipment

BIRMINGHAM: GLEE (International Garden and Leisure Exhibition). 30 October-2 November 1977. At National Exhibition Centre. * Apply Inter Garden Promotions Ltd, Columbia House, 69 Aldwych, London WC2B 4DY (01-405 9292).

NEW MALDEN: Institute of Groundmen's International Exhibition of Machinery, Equipment and Materials. 6-8 September 1977. At Motspur Park. * Apply James R. Walsby Public Relations, Copthall House, St Ives Road, Maidenhead, Berks (Maidenhead (0628) 29498).

Jewellery and giftware

1977

GLASGOW: Scottish Gift Fair. 13-17 February 1977. At Kelvin Hall. * Apply Trade Promotions Services Ltd, Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (01-855 9201).

LONDON: Annual British Exhibition of Fine Jewellery and Sterling Silver. 20-24 March 1977. At Goldsmith's Hall, City of London. *Apply Exhibition Committee, Exhibition of Fine Jewellery and Sterling Silver, 299 Oxford Street, London W1R 1LA (01-493 7628).

LONDON: International Gifts Fair. 14-18 August 1977. At Olympia. * Apply Trade Promotion Services Ltd, Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (01-855 9201).

LONDON: Wholesale Buyers' Gift Fair. 29 November-1 December 1977. At Mount Royal Hotel. *Apply Trade Promotion Services Ltd, Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (01-855 9201).

Leather, leather goods and fur

1977

BIRMINGHAM: Leatherwear International. 30 March-2 April 1977. At National Exhibition Centre. * Apply The Leather Institute, 9 St Thomas Street, London SE1 9SA (01-407 1582).

BIRMINGHAM: Leather and Associated Trades Show. 26-28 April 1977. At National Exhibition Centre. * Apply The Leather Institute, 9 St Thomas Street, London SE1 9SA (01-407 1582).

Motor vehicles, motor cycles and cycles

1977

GLASGOW: Scottish Motor Show. 11-19 November 1977. At Kelvin Hall. * Apply Scottish Motor Exhibition Committee, Scottish Motor Trade Association, 3 Palmerston Place, Edinburgh EH12 5AQ (Edinburgh (031) 225 3643).

Office machinery and equipment

1977

BIRMINGHAM: International Business Show. 11-20 October 1977. At National Exhibition Centre. **Please note this event formerly known as the International Business Efficiency Exhibition and held in London.** † Apply Business Equipment Trade Association, 109 Kingsway, London WC2 6PU (01-405 6233).

Packaging machinery and materials including containers

1977

BIRMINGHAM: Pakex (International Packaging Exhibition). 14-18 March 1977. At National Exhibition Centre. Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (021-705 6707).

5 UK FAIRS

Scientific instruments and nuclear equipment

1977

BIRMINGHAM: Labex (International Laboratory Apparatus and Materials Exhibition). 7-11 March 1977. At National Exhibition Centre. † Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (021-705 6707).

Ships and boats

1977

BIRMINGHAM: Birmingham Post-Evening Mail Boat and Leisure Life Exhibition. 24 February-6 March 1977. At National Exhibition Centre. * Apply Birmingham Boat Shows Ltd, 28 Colmore Circus, Birmingham B4 6AX ((021) 236 3366).

SOUTHAMPTON: Boat Show. 19-24 September 1977. At Mayflower Park. *Apply J. E. Artman and Partners, Exmoor House, Methuen Street, Southampton SO2 0FQ (Southampton (0703) 32348).

Sports goods and camping equipment, including caravans

BIRMINGHAM: ISLE (International Sports and Leisure Exhibition). 16-19 October 1977. At National Exhibition Centre. * Apply Federation of British Manufacturers of Sports and Games Ltd, 145 Oxford Street, London W1R 1TB (01-437 7281).

LONDON: Caravan Camping Holiday Show and Mobile Homes. 10-20 November 1977. At Earls Court. * Apply Angex Ltd, Temple House, Temple Avenue, London EC4Y 0JA (01-353 4000).

Textiles and textile machinery

BIRMINGHAM: Dactex (Domestic and Contract Textiles Exhibition). 13-17 November 1977. At National Exhibition Centre. * Apply Exhibition Managements Ltd, Unit 2 Central Park Estate, Staines Road, Hounslow TW4 5DT, Middx (01-572 2121).

Watches and clocks

1977

LONDON: International Watch and Jewellery Trade Fair. 4-8 September 1977. At Wembley Conference Centre. * Apply Illiffe Promotions Ltd, Dorset House, Stamford Street, London, S.E.1 (01-261 8000).

Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment

1977

BIRMINGHAM: International Reclamation and Disposal Exhibition. 12-16 September 1977. At National Exhibition Centre. Apply Maclaren Publishers Ltd, PO Box 109, Davis House, 69-77 High Street, Croydon, Surrey CR9 1QH (01-688 7788).

Other specialised fairs

1977

LONDON: Stampex (National Stamp Exhibition). 1-5 March 1977. At New Horticultural Hall. * Apply Philatelic Traders' Society Ltd, 27 John Adam Street, London WC2N 6HZ (01-930 6466).

HARROGATE: British Pet Trade Fair. 24-26 April 1977. At Exhibition Centre. * Apply Pet Store Trader, Old Colony House, South King Street, Manchester M2 2DA (061-834 8451).

LONDON: Ifssec (International Fire, Security and Safety Exhibition). 25-29 April 1977. At Olympia. * Apply Victor Green Publications Ltd, 106 Hampstead Road, London NW1 2LS (01-388 7661).

LONDON: Grosvenor House Antiques Fair. 8-18 June 1977. At Grosvenor House. * Apply D. Cohen, Grosvenor House, Park Lane, London W1A 3AA (01-499 6363).

LONDON: Fine Arts and Antiques Fair. 9-16 June 1977. At Olympia. * Apply Earls Court and Olympia Exhibitions Ltd, Exhibition Building, Warwick Road, London SW5 9TA (01-385 1200).

LONDON: FILM '77 (International Technology Conference and Exhibition). 11-15 July 1977. At Grosvenor House Hotel. * Apply British Kinematograph, Sound and Television Society, 110-112 Victoria House, Vernon Place, London WC1E 4DJ (01-242 8400).

HARROGATE: Northern Antique Dealers' Fair. 15-22 September 1977. At Royal Baths Assembly Rooms. * Apply Northern Antique Dealers' Fair Ltd, 408 Leeds Road, Bradford BD3 9RE (Bradford (0274) 23223).

Requests for information about trade fair costs and conditions should be made to the organisers or their UK agents.
For general inquiries contact the Department of Trade's Fairs and Promotions Branch, 26 Old Bailey, London EC4M 7HU (01-248 5757).

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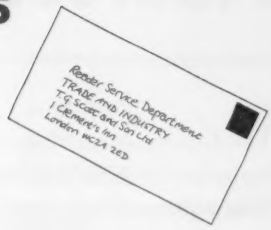

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London, EC1 to EC4, WC1 and 2, W1 and SW1.

D. G. Hake, Waverley House, 7-12 Noel Street, London W1V 3PB. Tel. 01-437 2292, Telex 24105.

South London

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T. W. Hawes, 320 Purley Way, Croydon, Surrey CR0 4HL. Tel. 01-686 9921. Telex 946998.

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C. W. Gentry, 593–599 High Road, Tottenham, N17 6SW. Tel. 01-808 4570. Telex 263615.

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R. H. K. Hughes, Elisabeth House, St. Peter's Square, Manchester M2 4AJ. Tel. 061-228 3621. Telex 667756.

New York

In the United States of America exporters can obtain assistance from the Department's resident Representative for the USA and Canada.

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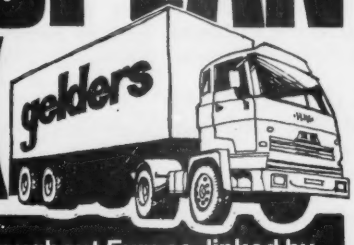

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Autumn 1977

Detailed information available on request from the PIF Management, Gllogowska 14, 60-734 Poznań, tel. 612-21, telex : 0415210, cable : targ pl.

ENCIRCLE TI 385 ON PAGE 406 FOR FURTHER INFORMATION

Japan: a growth market for British materials testing equipment

Japan is a growing market for many types of British materials testing equipment. This is the principal finding of a report 'The Japanese Market for Materials Testing Equipment, published by the British Overseas Trade Board.

The report analyses the opportunities in particular sectors including mechanical properties testers, X-ray equipment, acoustic emission equipment, spectroscopy, thermal imaging, thickness gauging, leak testing equipment, holography and metrology equipment.

In 1975, the market for materials testing equipment was worth approximately Y50,000 million and the report states 'in the next two to three years, an annual rate of increase of 10 to 15 per cent is expected in nominal terms without taking into account inflation'. Out of the total market for materials testing equipment, imports accounted for approximately 10 to 15 per cent and the report considers that the trend would no doubt continue for the next several years.

British manufacturers are urged to use the British Export Marketing Centre in Tokyo and other specialist trade shows in Japan to show and demonstrate their equipment. To encourage British firms to exhibit BOTB is now discussing, with the British Institute of Non-Destructive Testing, holding an exhibition at the marketing centre during the latter part of 1978. The report includes sections on the competitive position of British products, the principal target groups for British sales promotion efforts, technical standards and other special requirements, details of import restrictions and custom tariff schedules.

'The Japanese Market for Materials Testing Equipment' was prepared for the British Overseas Trade Board by Dodwell Marketing Consultants, Tokyo. It is available to British manufacturers, price £20 post free, from the Central Library, 1 Victoria Street, London SW1H 0ET.

Japanese mission to buy £1m British consumer goods

A group of buyers from the famous Japanese Mitsukoshi department store arrived here on 4 February, to spend £500,000 on British consumer goods to sell in their store promotions this autumn.

During their two-week stay the mission members will see special displays of goods supplied by over 200 companies in Bristol, Birmingham, Manchester, Belfast and Glasgow. This has been arranged by the British Overseas Trade Board with the co-operation of the Scottish Council and the Council for Small Industries in Rural Areas.

The Mitsukoshi department stores in Tokyo, Osaka and Sapporo will highlight British stately homes as the centre attraction of their sales promotions. Paintings, furniture, porcelain and silverware from seven leading British stately homes are being shipped to Japan by the British Overseas Trade Board as the focal point of these promotions.

The Japanese have agreed to spend £1 million in excess of their 1976 budget on British consumer durables and this will help redress the current imbalance of trade between Japan and the UK. The mission members will spend £500,000 during their visit and the other £500,000 through agents in the coming months.

Offshore exhibition enthuses Japanese

Early reports of the oceanic and offshore equipment exhibition and seminar in Tokyo indicated an enthusiastic response from Japanese visitors. The exhibition opened on 1 February at the British Export Marketing Centre.

It is the first exhibition in its field to be held at the centre and 19 British firms are taking part. The exhibition is sponsored by the Association of British Oceanic Industries.

Iran: report highlights opportunities for UK packaging equipment

With an annual growth rate of 73 per cent for packaging equipment and 100 per cent for filling and sealing equipment, Iran offers excellent export opportunities for British manufacturers. This is the main conclusion of a report 'The Iran Market for Packaging Equipment' published by the British Overseas Trade Board.

The report points out that Iran is totally dependent on imports of this type of equipment and in 1976 imports totalled over $16.5 million. Today, British manufacturers of packaging, filling and sealing equipment have a unique opportunity in this market because, the present exchange rates make British prices highly competitive and other suppliers – notably West Germany and the United States – are taking longer to deliver.

The report urges British manufacturers to strive for as much direct involvement in the Iranian market as possible and stresses that active promotion in the market is the critical ingredient.

A comprehensive list of products which, over the next five years, are likely to have the best sales potential is given in the report covering food processing, pharmaceuticals and other industrial sectors. There is also an analysis of prospects in individual sectors – meat, fish, dairy products, oil and sugar – with details of the types of packaging generally used. Other information includes a list of the main end-users by industry and an appendix of distributors in Iran.

The 'Iran Market for Packaging Equipment' was prepared for the British Overseas Trade Board by MSR Associates, Tehran. It is available to British manufacturers, price £10 post free, from the Central Library, 1 Victoria Street, London SW1H 0ET.

Local firms to play major role at export conference

About 200 management and shop floor representatives from firms in Kent, south-east London and south Essex are expected to attend a major export conference at Hollingbourne, near Maidstone, on 9 March.

The conference is aimed at helping firms to improve performance and the Duke of Kent and Edmund Dell, Secretary of State for Trade, will attend. The event is part of a two-day campaign organised by the British Overseas Trade Board and led by its chairman, Sir Frederick Catherwood.

It will feature the export success of four firms in the country: Marley Floors International Ltd, of Sevenoaks – a company set up by the Marley Group especially to handle exports of their own products and complementary products of other companies; Blaw Knox Ltd, of Rochester – manufacturers of road pavers and mechanical sweepers whose exports form three-quarters of their turnover; Proprietary Perfumes Ltd, of Ashford – only 16 years old but winners of the Queen's Award to Industry three times and exports currently running at 75 per cent of sales; and KEF Electronics Ltd, of Maidstone – winners of two Queen's Awards to Industry, whose loudspeaker exports have risen from less than £5,000 in 1961, when it was founded, to nearly £2 million last year.

Detailed case studies of these four firms have been prepared by members of staff from the Medway and Maidstone College of Technology. The studies describe the export techniques of each of the companies, and will be presented at the conference in audio-visual form by Professor Robert McKenzie, the television broadcaster, supported by Sir Frederick and representatives of the firms concerned.

Birmingham chamber's Export Year seminar

To enable member firms to involve themselves even more in Export Year, the Birmingham Chamber of Commerce and Industry held a workshop on 9 February.

There was a special presentation entitled 'Industry and Commerce in British Export Year' which was introduced by Charles Davidson, group commercial director of Lucas Industries.

Lucas Industries is one of a number of Midlands-based firms which has involved its entire workforce in Export Year.

Overseas trade country data

Bahamas

Various goods: import duty amendments. By Act 24 of 1976, the Bahamas authorities have amended the rates of customs duty on the following goods, which may now enter free of duty:

Tariff no.	Description
09.02	Tea
11.02.2	Maize (corn) hominy
11.02.3	Cornmeal
34.01.1	Common and washing soap in solid form; soap flakes and soap powder
34.02.1	Detergents in powder form
84.18.2	Kidney machines and parts thereof

Inquiries: OTAR 01-248 5757 ext. 7312/456/457.

Brazil

Licensing of imports of electronic computers and ancillaries. Resolution 107 of Concex – the National Foreign Trade Council – subjects the issue of import licences for electronic computers and their ancillaries to the prior approval of Capre – the Co-ordinating Commission for Electronic Data Processing Activities – until 31 December.

The main headings affected are the following:

84.53.00.00; 84.55.11.00; 85.19.08.00; 85.21.14.01; 85.21.14.99; 90.07.01.07

Goods imported under approved drawback arrangements and goods imported for reconditioning and re-export are not included in this control.

A copy of the resolution, in the original Portuguese, is available from OTAR. A translation will be available in the near future.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Licensing of imports of steel and non-ferrous metals. Resolution 108 of Concex – the National Foreign Trade Council – subjects the issue of import licences for the import of some steel and non-ferrous metals to the prior approval of Consider – the council for steel and non-ferrous metals – until 31 December 1977.

Requests for approval now have to be grouped by a representative body for forwarding to Consider who will then send approved applications on to Cacex for issue of import licences. This represents a further bureaucratic delay in processing of requests.

The main headings affected are as follows:

73.02.00.00; 73.04.00.00; 73.06.00.00-73.21.00.00; 73.24.00.00; 73.26.00.00; 74.01.00.00-74.05.00.00; 75.01.00.00-75.03.00.00; 76.01.00.00-76.04.00.00; 77.01.00.00-77.04.00.00; 78.01.00.00-78.05.00.00; 79.01.00.00-79.04.00.00

A copy of the resolution in the original Portuguese is available from OTAR section. A translation will be available in the near future.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Chile

Import duty reductions. The Chilean *Diario Oficial*, 8 January 1977, published as Ministry of Finance decree 6, a new list of custom duties (*ad valorem* on the cif value) on all commodities. Tariffs affecting commodities classified as finished consumer goods have been reduced by some 10-15 per cent whereas duties on capital goods, raw materials and spare parts which benefited from reductions announced on 23 December 1976 (see *Trade and Industry*, 21 January) are now left unchanged.

Inquiries: OTAR 01-248 5757 ext. 474/476.

Shortening of remittance period for foreign currency payments. The Chilean Central Bank has introduced new regulations suppressing the forward-exchange market. Imports made on a CAD basis are no longer subject to a waiting period for remittance (after local currency payment by the importer at the intervening commercial bank), other than that necessary to clear the goods through customs.

Imports valued under fob $US1,500 or equivalent, are not affected since the foreign currency in this case may be purchased and remitted with order by the importer to the foreign supplier (*Trade and Industry* of 21 May 1976). In addition, all invisible payments, such as capital repatriations, profits, interest and dividends, may now be remitted immediately after payment of the local currency equivalent (at the intervening Chilean commercial bank).

Inquiries: OTAR 01-248 5757 ext. 474/476.

Colombia

Deletions from the previous import licence list. Resolution 69 of 14 December 1976 has removed *all* the products falling within tariff chapter 20 from the previous import licence list. Consequently, these items may now be imported under the free import licence regime.

Inquiries: OTAR 01-248 5757 ext. 474/476.

Increase in prior deposit and list of exempt capital goods. Resolution 85 of 27 December 1976 has increased the amount of the prior deposit, required in order to obtain exchange licences with which to make payment for imports, from 10 per cent to 30 per cent

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of the value in foreign money of the corresponding exchange licence.

Additionally, resolution 43 of 19 October 1976 has published a list of products which, for the purposes of exemption from the prior deposit, are considered as being capital goods.

Inquiries: OTAR 01-248 5757 ext. 474/476.

Duty amendments. Decree 2656 of 16 December 1976 amends the duties on a wide range of products throughout the Colombian customs tariff.

Some, or all, of the products falling within the following chapter numbers have been affected:

1 to 10; 12; 13; 15; 16; 18; 21; 23; 24; 25; 27; 29; 30; 31; 32; 34; 35; 36; 38; 41; 68; 69; 71; 73; 74; 76; 78; 79; 82; 83; 90; 92; 95; 96; 97; 98

Inquiries: OTAR 01-248 5757 ext. 474/476.

France

Pesticides. A decree of the Ministry of Agriculture published in the French *Official Journal*, 9 January 1977, lays down the conditions for the importation of pesticides for agricultural use, prepacked for retail sale (CCCN 38.11 and 38.19 U), and their labelling requirements.

Inquiries: OTAR 01-248 5757 ext. 423.

Indonesia

Ban on import of motor cycle and motor scooter components. In order to set up a complete motor cycle and motor scooter industry in Indonesia, the Minister of Industry has decreed that, with effect from 11 January 1977 local assembling companies will be obliged to use some locally manufactured components in the assembling of motor cycles and motor scooters.

By 1980 only locally manufactured will be used. Exporters planning to send motor cycles or scooters to Indonesia in a completely-knocked-down (CKD) condition after 1 April 1977 should remove any components listed in the following plan and time schedule to comply with the plan for 1977:

Vehicles	Year 1977	Year 1978	Year 1979	Year 1980
Kendaraan bermotor roda two (sepeda motor)	1 Centrestand/mainstand	1 Front fork/steering column	1 Frame	1 Solenium rectifier
Two wheel motor vehicles (motor cycles)	2 Side stand	2 Rear swing arm/rear arm/rear fork	2 Front/rear fender	2 Head lamp/head lights
	3 Front foot-rest/stepbar	3 Rear absorber/rear cushion	3 Chain adjuster	3 Ignition coil
	4 Rear foot-rest/pillion step bar	4 Front wheel	4 Front/rear axle and nut	4 Main switch
	5 Dual/single/double/pillion seat	5 Rear wheel		5 Stop switch
	6 Brake cable	6 Brake pedal		6 Horn
	7 Throttle cable	7 Fuel tank		7 Flasher/flasher relay
	8 Starter cable/choke cable	8 Frame right cover/side cover/oil tank/battery box		8 Speedometer and speedometer cable
	9 Clutch cable/wire clutch	9 Frame left cover/side cover. Side cover 1, 2, 3, 4/tool-box		9 Fuel cock
	10 Tyre and tube	10 Handle/handle bar		10 Other components which are not mentioned yet
	11 Wire harness	11 Chain case		
	12 Battery	12 Front winker/flasher/turn signal		
		13 Rear winker/flasher/turn signal		
		14 Exhaust pipe and muffler		
		15 Hub, rear and front		

Detailed statistics of United Kingdom overseas trade

Each month the overseas trade statistics give a considerable amount of detail about United Kingdom imports, exports of commodities and, for many of them the most important countries. The information in these statistics is a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the tariff and overseas trade classification (which has over 11,000 commodity headings); there are 199 specified countries.

The fully detailed information is not published on a monthly basis but, when circumstances allow. HM Customs and Excise can supply detailed information about trade under individual descriptions of the tariff and overseas trade classsification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service.

Applications should be made to the Statistical Office, Bill of Entry Section, HM Customs and Excise, 27 Victoria Avenue; Southend-on-Sea, Essex, SS2 6AL, tel. Southend (0702) 49421, ext. 316 or 323 for imports, or ext. 314 or 315 for exports; Telex 99112 CUSEX Southend.

Additionally the regulations stipulate that the vehicles must be in CKD condition; import can be carried out by sole agents/companies only and that each agent will only be permitted to import five types of vehicles (cylinder volume of engine 50-200cc) and one type only (under 50cc).

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Israel

Marking and labelling of beer and other alcoholic beverages. The Israeli authorities have issued new regulations relating to the marking and labelling of beer and other alcoholic beverages.

Compliance with these regulations will be compulsory as from February 1977.

Copies of the regulations are available from OTAR 01-248 5757 ext. 458/461.

Import duty amendments. Amendments have been issued to the Israeli Customs Tariff affecting the following CCC numbers.

08.12, 25.09, 28.01, 28.51, 28.56, 29.07, 34.05, 40.11, 43.02, 44.05, 44.13, 73.15, 73.18, 73.21, 73.40, 74.08, 74.16, 74.19, 76.08, 76.16, 79.03, 82.01, 82.13, 83.08, 84.06, 84.15, 84.20, 84.53, 84.59, 85.15, 85.24, 87.06, 92.06

Inquiries: OTAR 01-248 5757 ext. 458/461.

Malta

Import duties – drawback on exported outerwear. The Malta *Government Gazette*, 25 January 1977 published legal notice 14 of 1977, which provides regulations on the drawback of import duties which were charged on the cloth and other accessories incorporated in the manufacture of outerwear for exportation. These regulations are subject to the provisions laid down in this order and to the Import Duties Act 1976. This order is retrospective to 1 June 1975.

Inquiries: OTAR 01-248 5757 ext. 471/472/473/462.

Singapore

Tariff changes. The Singapore government has announced that certain tariff items in the Singapore trade classification and custom duties, have been amended, as from the 1 January 1977, to read a follows:

CCCN (formerly BTN)	Description	Unit of quantity	Full and preferential	Excise
85.10 100	Portable electric battery and magneto lamps	No	Nil	Nil
85.10 900	Parts thereof	Value	Nil	Nil
85.18 100	Electric capacitors	No	Nil	Nil
85.18 900	Parts thereof	Value	Nil	Nil
85.20 900	Parts for lamps and bulbs falling within this heading	Value	Nil	Nil
92.11 900	Other	No	Nil	Nil

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

South Africa

Tolerance levels of substances in foodstuffs. Notice R63 published in the *Government Gazette*, 21 January 1977, proposes to amend the Foodstuffs, Cosmetics and Disinfectants Act 1973 with regard to the tolerance levels of certain substances in foodstuffs.

Interested persons are invited to submit to the Secretary for Health, Private Bag X88, Pretoria 0001, any substantiated comments on, or representations they wish to make in regard to, the proposed regulation by 20 April 1977.

Copies of the notice are available from Commercial Relations and Exports Division, tel. 01-215 5274.

Import deposit scheme. The Minister of Finance announced on 1 February that as from 2 February 1977, the import deposit scheme would be abolished. Between R250-300 million which was tied up in deposits is expected to flow back into the economy over the next few months.

Inquiries: OTAR 01-248 5757 ext. 471/472/473/462.

Customs tariff application. Customs tariff application list 3/77, published in the South African *Government Gazette* of 4 February 1977, contains an application to the Board of Trade and Industries for increase in duty on:

1 Welded tubes and pipes of iron (excluding cast iron) or steel (excluding high pressure hydro-electric conduits) with an external cross sectional dimension not exceeding 170mm, classifiable under tariff subheading 73.18.75
2 Pedal cycle bells and parts thereof classifiable under tariff subheading 83.11.10

Those British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to CRE 01-215 5274.

Spain

Registration of pharmaceutical products. The Spanish *State Gazette* of 13 January 1977 published an order of the Home Office suspending temporarily the registration of new pharmaceutical products except in those cases of products of exceptional importance on health grounds.

Before 1 March 1977, 'The Junta Asesora de Especialidades Farmaceuticas' will propose the acceptance of new applications for registration. Requests will be classified into three groups:

A New on the market
B Relatively new on the market
C Not new on the market

The total number of accepted applications will be subject to global quota which will be fixed bearing in mind the satisfactory supply of the market, as well as health, social and industrial criteria. The quota will be established by the Direccion General de Sanidad in collaboration with the local pharmaceutical industry.

The above text is an unofficially translated version of the original order. Copies of the Spanish text are available from OTAR 01-248 5757 ext. 462/471/472/473.

Liberalised goods. The Spanish *State Gazette* of 27 January 1977, published a resolution of the Ministry of Commerce liberalising the importation of the following products:

Tariff heading	Description
29.42.A	Morphine, ethylmorphine, codeine, narcotine, narceine, ethylnarceine and thebaine, and their respective salts; total opium alkaloids containing 50 per cent of morphine
29.42.C	Dihydrocodeine, dihydrocodeinone, dihydroxycodeinone and cocaine, and their respective salts
73.36	Stoves (including those with subsidiary boilers for central-heating supply), cookers, boilers, grates, fire-places, hot-plates and all other non-electrical apparatus of iron or steel for heating or cooking

The above products were previously under the global quota trade arrangements.

Inquiries: OTAR 01-248 5757 ext. 462/471/472/473.

Import regulations of foodstuffs. The Spanish *State Gazette* of 26 November 1977, published royal decree 2686/1976 announcing detailed regulations on the use of polymeric materials (ie cellulose esters, ethers and certain plastics) used for wrapping, packaging and handling of edible products and foodstuffs.

An English translation of this decree is available from OTAR 01-248 5757 ext. 462/471/472/473.

Import regulations for parquet floor tiles. The Spanish *State Gazette* of 18 December 1976, published an order of the Ministry of Commerce establishing rules of commercial quality applicable to foreign trade in parquet tiles, tariff heading 44.23.

An English translation of this order is available from OTAR 01-248 5757 ext. 462/471/472/473.

Customs tariff modifications. The Spanish *State Gazette* of 1 February 1977, published royal decree 3252/1976 of the Ministry of Commerce modifying the Spanish customs tariff sub-heading to read as follows:

Tariff heading		Description	Import duty
59.10		Linoleum and materials prepared on a textile base in a similar manner to linoleum, whether or not cut to shape or of a kind used as floor coverings; floor coverings consisting of a coating applied on a textile base, cut to shape or not:	
	A	Linoleum	33.5%
	B	Floor covering:	
	1	Contining PVC	33.5%
	2	Other	33.5%

The above modifications are valid from 1 February 1977.

Inquiries: OTAR 01-248 5757 ext. 462/471/472/473.

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension.

Sudan

New patent law. Further to the notice issued on 11 December 1975, information has been received that the Invention Patency Act 1971 is still not being applied at present. The regulations mentioned under section 58 of the act have still to be issued by the minister, and it may be some time before the act gives effective patent protection.

Inquiries: Patent Office 01-405 8721 ext. 3243.

Switzerland

Marking of silver-plated table cutlery. New regulations for the marking of silver-plated cutlery in Switzerland came into force on 1 January. There is a period of grace of one year before compliance with these regulations becomes compulsory.

A copy of an unofficial translation of these regulations from OTAR 01-248 5757 ext. 458/461.

Thailand

Changes in the customs duty rates. The government of Thailand has issued notice C7/1976 dealing with changes in the customs duty rates which came into force on 18 November 1976, whereby tariff items CCCN 29.05, 73.10 and 84.18 have been amended as follows:

		Rate of duty					
		From			To		
			Ad naturam			*Ad naturam*	
CCCN no	Classification	*Ad valorem* per cent	Unit	Per unit Baht	*Ad valorem* per cent	Unit	Per unit Baht
29.05	b Only synthetic menthol	10	—	—	30	—	—
73.10	Solid rods of iron and steel, having cross-section in the form 5mm upwards, which producers import for use in wire gauze or sieve producing industry, falling within heading 73.27	20	Kg	0.60	10	Kg	0.30
84.18	Only oil-pump and carburettor for use with engine	10	—	—	15	—	—

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

Tariff changes on cinematograph films. The government of Thailand has introduced Ministry of Finance notice 8/2519 which came into force on 25 December 1976, whereby tariff item CCCN (formerly BTN) 37.07 and customs tariff royal decree (No 28) BE 2519, which amended CCCN 37.07 and came into force on 25 December 1976, have been amended as follows:

		Rate of duty					
		Regular			Reduced to		
			Specific duty			Specific duty	
CCCN no	Classification	*Ad valorem* per cent	Unit	Rate per unit Baht	*Ad valorem* per cent	Unit	Rate per unit Baht
37.07	Cinematograph film copied from local production under item 37.07 b (2) and c:						
	a of a width of 35mm upwards	—	Metre	2.20	—	Metre	0.50
	b Others	—	Metre	0.50	—	Metre	0.15

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

United States

Distilled spirits: conversion to metric fill. The *Federal Register* dated 21 January 1977 published examples of a formula for use in conversion between metric standards of fill and US units.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Anti-trust: pre-merger notification. The deadline for comments on the proposed rulemaking (except those relating to the transitional rule) published in *Trade and Industry*, 21 January, has now been extended until 18 February 1977.

Inquiries: CRE 01-215 5629.

Ingredient labelling of alcoholic beverages. *Trade and Industry*, 23 July 1976, announced that the Food and Drug Administration had postponed the effective date of labelling requirements for alcoholic beverages to 1 January 1978.

It is now likely that the FDA will extend the date of enforcement beyond 1 January 1978 because of the confusion caused by a district court of Kentucky ruling that the FDA has no authority to regulate ingredient labelling.

Inquiries: CRE 01-215 5397.

Textile tariff. The International Trade Commission will hold hearings on 7 June 1977 in Washington to consider the probable domestic impact of changing from the present chief value method of classifying textile imports to a method by which textiles would be classified according to the fibre that constituted their chief weight. The commission will accept written statements from interested parties up to 17 June 1977.

Inquiries: CRE 01-215 5629.

Imports of speciality steels under quota. Further to the notice which appeared in *Trade and Industry* on 4 February 1977, the following table, derived from statistics made available by the US customs service, shows the products which are subject to quotas, the United States quotas on imports from the EEC for the 12 months 14 June 1976 to 13 June 1977, and United States imports of the products concerned from the EEC during this period, as at 28 January 1977.

Product	US import quotas for 12 months 14 June 1976 to 13 June 1977 (pounds weight)	US imports during this period as at 28 January 1977 (pounds weight)
Sheet and strips of stainless steel (Item 923.20)	31,600,000	23,136,863
Plates of stainless steel (Item 923.21)	5,800,000	5,779,083 (as at 2 February)
Bars of stainless steel (Item 923.22)	5,000,000	699,121
Wire rods of stainless steel (Item 923.23)	14,800,000	Quota filled
Bearing steel (Item 923.25)	7,000,000	2,081,262
Alloy tool steel (Item 923.26)	6,800,000	5,926,892

Bearing steel (Item 923.25) – The International Trade Commission has started an investigation into the probable economic effect on United States industry if the quota on bearing steel were abolished.

Inquiries: CRE 01-215 5629.

Zambia

Budget. The Minister of Finance presented his budget to parliament on 28 January 1977, and announced the following measures, among others:

Taxation increases in selective employment tax on expatriates, company tax and various withholding taxes.

Excise duty increase on a number of commodities, including petrol, beer and cigarettes.

Import licensing. A tax of 1 per cent will be levied on most import licences.

From 30 June 1977 foreign investors will be allowed to remit up to 15 per cent of paid up capital or 50 per cent of profit, whichever is less.

Inquiries: CRE 01-215 5794.

Overseas trade exhibitions

Too many 'fair seers' at Düsseldorf

From H. C. von Massenbach, British consulate-general, Düsseldorf

The annual international boat show at Düsseldorf has developed over the last few years into one of the most important shop windows for the European water sport and pleasure craft industries. The 1977 show, which was held from 22 to 30 January, was the largest boat show ever held in West Germany.

Boot '77 had 650 exhibitors, with displays from over 1,000 producers, representing 27 countries. The exhibition covered an area of 81,000m² (42,000m² nett) at Düsseldorf's modern exhibition centre. The displays of all accessories and equipment for all sectors of the market were most comprehensive and impressive.

There was also a full programme of events to provide information and demonstrations on all aspects of water sports and crafts. The whole fair was presented to appeal to the widest possible public and succeeded in attracting an all-time record total of over 200,000 mainly German visitors. The success of the exhibition demonstrated the continuing increase in the number of water sports enthusiasts and the existing market growth potential.

The British Overseas Trade Board's joint venture scheme – sponsored by the Ship and Boat Builders National Federation, with 38 exhibitors – covered over 2,700m², was the largest British exhibit seen at Düsseldorf and was the second largest of the foreign exhibits. In addition, the products of many more UK manufacturers were to be seen on the stands of European agents and distributors.

Attracted by both the quality and the very competitive prices of boats and equipment, visitors thronged the British stands. Some exhibitors however, were a little disappointed that the quality of many of the inquiries was not higher. One British exhibitor summed it up by saying that there were too many 'fair seers' and too few 'seafarers' at the exhibition. Some felt that the international boat show at Hamburg was still the better show for sail boats. Nevertheless, it was generally expected that post-fair business would turn out to be better than in the previous year.

Once again the power-boat sector was strongly represented. Here interest proved strongest in luxury, sea-going power yachts and small sport boats. The majority of exhibitors in this category reported very satisfactory business and are confident that good post-fair business will follow, despite the fact that increasing restrictions on the use of power boats in inland waters are limiting the demand to some extent. UK exhibitors of accessories clothing and equipment were well satisfied with the outcome of the fair.

The next international boat show, Boot '78, is scheduled to be held in January 1978 in Düsseldorf.

Carpet manufacturers break new ground in US Midwest

British industry achieved a Midwest first on 9 January when the British Carpet Manufacturers Association opened permanent showrooms in the Merchandise Mart, Chicago. The event coincided with the National Floor Coverings market week with 13 British carpet manufacturers establishing permanent exhibits within a 4,375 sq ft space leased for a term of five years by the British Carpet Manufacturers Association.

The companies taking part were Abingdon Carpets Ltd; Broadloom Carpets Ltd; Carpets International including Crossley, Kosset, CMC and Gilt Edge Carpets; Chlidema Carpet Company, Forfar Carpets Ltd; Quayle Carpets Ltd; Tomkinsons Ltd including Ludlow Carpets and Steeles Carpets; and Wilton Royal Carpets.

The permanent showroom, on the 18th floor of the Merchandise Mart, is a joint-venture undertaking sponsored by the British Carpets Export Council and British Overseas Trade Board. The group will take part in the two major carpet events in the United States – and national floor coverings market each January, with particular emphasis on the retail trade, and the national exposition of contract interior furnishings (Neocon show) each June.

Exhibitors reported a positive response from the residential and retail market, and also the contract field. These responses were studded with superlatives and it was generally agreed that this long-term commitment provides a clear indication to the United States market that Britain is there to stay. The objective of the association and individual exhibitors is the regular use of the showrooms by local or area representatives with changing displays. There was considerable interest in British axminsters, wiltons and broadlooms, particularly as British mills are able to offer flexibility in design, shorter delivery on custom work and short yardage. Firms showing berber wool carpet reported a very enthusiastic response. Wool proved a major attraction, even in the tufted carpet field where American manufacturers have held a dominant position.

Lord Garnock, vice-chairman of the North American advisory group of the British Overseas Trade Board and a director of Crossley Carpets Ltd, represented the British Carpet Manufacturers Association, and Ken Green, deputy director of Fairs and Promotions Branch, the British Overseas Trade Board.

The British Carpets Export Council began preliminary studies leading up to this collective exhibit more than three years ago, following Brintons who pioneered the concept of a year-round presence with the opening of their own permanent showroom in the Chicago Merchandise Mart some

At the Chicago Merchandise Mart (left to right) Lord Garnock, Mr P. Hardiman (Quayle Carpets), Tom Hass (PR director for Wool Bureau Inc of New York), J. Bloutter (president, American society of Interior Designers) and British consul-general, John Heath.

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time ago. British industry is now well placed to compete with approximately 200 American carpet manufacturers in permanent showroom locations in the Merchandise Mart, covering three entire floors comprising a total area of about 450,000 sq ft.

Representatives of the 13 British companies participating in this joint venture now look forward to the Neocon show, 21 to 24 June, in the Merchandise Mart, when they will occupy a place in the mainstream of the vast United States contract furnishings market.

Demand outstrips space at Tokyo health fair

Britain's own Tokyo exhibition centre proved too small for the all-British medical equipment exhibition which opened on 7 February and the venue had to be moved to the Science Museum.

Forty-one exhibitors are taking part; the maximum number that the British Export Marketing Centre can hold is 30. The exhibition and seminar – sponsored by the British Health-Care Export Council and the British Overseas Trade Board – is the fourth in Japan in the last five years and evidence of the success which the British medical equipment industry is achieving in this potentially highly-rewarding market. Many of the products which will be on display are considered, even in Japan, to be in advance of locally-produced alternatives.

Among the wide variety of products on show are anaesthetic and resuscitation equipment, operating tables and surgical instruments, rehabilitation aids, CSSD equipment, electrocardiographs, and diagnostic and monitoring equipment.

Over 100 UK firms in Paris furniture shows

From Robert Hyde, British embassy, Paris

A record number of 94 British companies took part in joint ventures supported by the British Overseas Trade Board at the Paris carpets, lighting and furniture exhibitions held between 8 and 17 January at the Porte de Versailles exhibition park. Independent exhibitors at each show brought the total number of British firms taking part directly to over 100.

Joint venture

Twenty-eight companies were in a joint venture sponsored by the British Carpet Manufacturers Association at the eleventh Salon International du Tapis et des Revêtements de Sols from 8 to 13 January; this compared with 17 firms at the 1976 show, a particularly impressive advance in view of the conflict of dates with Heimtex in Frankfurt.

Sponsored by the Decorative Lighting Association, 17 companies took part in a joint venture at the twelfth Salon International du Luminaire held from 12 to 17 January. This attractive and colourful exhibition – like the carpets show, an offshoot of the furniture exhibition – continued its healthy growth, which will in 1978 take it to more ample accommodation in the Grand Palais Sud, the main exhibition hall at the Porte de Versailles.

No fewer than 43 firms were sponsored by the British Furniture Manufacturers Federated Associations at the ninth Salon International du Meuble, which took place from 13 to 17 January. In addition, six British companies took part under the sponsorship of the Kitchen Furniture Manufacturers Association in the first joint venture in the kitchen furniture section of the salon.

High reputation

This very impressive exhibition, held biennially in its international form, confirmed its high reputation as one of the world's leading exhibitions in the field. British exhibitors made a notable contribution to the success of the show, and upheld their own high international reputation. The next Paris international furniture exhibition is due to be held in January 1979.

Balena Lighting Productions Ltd of Poole was one of the 17 British companies taking part in the Paris lighting exhibition.

Overseas trade export successes

UK firm cleans up in Middle East

A joint venture between Saudi Pritchard – an associate company of the Pritchard Services Group – and the Chicago-based Waste Management Inc has won a five-year contract valued at £140 million to clear the streets of Riyadh.

Believed to be the largest service agreement ever placed by Saudi Arabia, it will be the first contract under which specialist companies will take full responsibility for establishing and operating an entire city cleansing programme.

It involves construction of offices, maintenance facilities and worker accommodation, the procurement of heavy vehicles and specialised equipment, the collection and disposal of domestic and commercial refuse, and street cleaning. The total work force will be recruited and provided for over the five-year term of the contract.

The capital construction costs of the project will total £22 million while the equipment requirements total £15 million.

Further information: circle 63

More Middle East contracts for Shipton

Shipton Automation has received two further contracts for the supply of communications equipment from the Middle East.

One is for installation in a Bahrain shipyard and the other is for an electronic PABX system for the Qatar national telephone service at Doha.

Together the orders are worth over £131,000 and delivery is expected to be complete shortly.

Further information: circle 64

Rists' £1.5 million export orders

Rists Wires and Cables, a Lucas company, has gained two large overseas orders for vehicle electrical wiring assemblies. The first, worth £1.25 million and the company's largest ever, comes from Chrysler for Iran and is for wiring equipment on the Chrysler Hunter to be built in Iran. The other, worth £250,000 a year, is for wiring equipment on the Ford Elba heavy commercial vehicle which is to be assembled in Amsterdam.

Most of the equipment – wiring assemblies – will be manufactured at Rists' Accrington and Preston factories. The remainder, ignition and battery cables plus the cable and components required for assembly in Lancashire will be made at Newcastle, Staffordshire.

Further information: circle 65

Pitch export contract for Ness

Thomas Ness Ltd has signed a contract to export £1 million worth of pitch this year to Ardal Og Sunndal Verk (ASV), the Norwegian aluminium group.

The pitch will be supplied in pencil form and will be shipped to Norway from Dunston Staiths on the Tyne. Ness was the first UK firm to produce electrode pitch in pencil form for ease of handling. The pitch is made at a purpose-built conditioning plant at Norwood, Tyne and Wear.

Further information: circle 66

Leyland wins major tractor orders

Two orders for Turkey and Portugal, worth together about £3.25 million have been won by the Scottish-based tractor division of British Leyland UK. The order from Turkey is for 3,500 of their 25 hp 154 model tractors. They will be despatched at the rate of 420 a month, beginning in March.

The tractors are to be supplied in kit form consisting of the major engine, gearbox, axle and steering components. Much of the tractor's panelwork and other pressings such as fuel tanks, together with lighting equipment, wheels and tyres will be made in Turkey and with the main component packs sent from the Bathgate plant. The entire tractor will be built at Leyland's biggest overseas tractor assembly plant at Izmir, Turkey.

The order is worth over £2.25 million and follows recent business valued at a further £2 million for 500 Leyland 270 model tractors.

The Portuguese order is for 210 Leyland 154 models plus 180 of the larger horsepower 245, 262, and 272 models all destined for the Portuguese market through Leyland distributors – British Leyland de Portugal, Lisbon – and is worth £1 million.

Further information: circle 67

Scottish firms's luxury guesthouse

A Scottish firm, Anchor Construction of Bo'ness near Edinburgh, which specialises in building modular homes has pulled off a multi-thousand-pound deal with a French oil company (ETPM) in the Gulf States to provid a luxury 43-bedroom guesthouse. Bound for Sharjah, it will be part of a workers' village.

The guesthouse will have a centre block with dining and recreational facilities. Every bedroom will have a bath and shower unit.

Further information: circle 68

Accommodation for Iran

Contracts worth over £500,000 for the supply of accommodation units to three Iranian companies have been won by Lesser Building Systems, Wimborne.

The orders include 17 accommodation units for Iran Interconsult Engineering Co Ltd, who has been retained as management consultants by the Oil Services Company of Iran for a housing project in south Tehran. The units will provide kitchen/diners, recreation rooms, laundry and office units.

The second order is for an 800m² office at the Tehran headquarters of Iran Electronic Industries.

An order for Tehran-Janoob, an Iranian construction company completes the trio. They have ordered 21 units to house managemnt and personnel working on a project for the National Iranian Oil Company at Ahwaz in the south of Iran.

Further information: circle 69

Iran atomic energy agreement for BEI

Iran's atomic energy organisation (AEOI) has chosen British electricity experts to provide technical assistance to the nuclear power plant management for the implementation of its programme. This will be provided under an agreement which AEOI has signed with British Electricity International (BEI), the overseas consultancy arm of the UK electricity supply industry. The Central Electricity Generating Board will make available its comprehensive knowledge and resources in order to provide the technical services required. These will be selected by AEOI from the areas of planning, design, development, procurement, construction, commissioning, operation, maintenance and staff training.

Further information: circle 70

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

European community news

UK defends pig subsidy decision

Defending its decision to introduce a temporary subsidy for pig producers, the British government has pointed out to the commission that the subsidy serves to correct in part the distortion of competition resulting from the present unjustifiable method of calculating monetary compensatory amounts on pigmeat, and that it has no adverse effect on trade.

Explaining the government's attitude in a Commons written reply on 7 February, John Silkin, Minister for Agriculture, Fisheries and Food, said that the government had also pointed to a number of grounds, quite apart from that of facilitating the development of the pigmeat sector, on which the subsidy could be considered to be compatible with the common market.

Mr Silkin announced the government's decision to introduce a temporary subsidy for pig producers on 20 January and the commission was formally notified on the same day. The commission had adopted the preliminary view that the subsidy threatened to distort competition and affect trade between member states without facilitating the development of the sector in question.

The commission had accordingly initiated proceedings provided in article 93(2) of the treaty of Rome and had asked for immediate comments from all member states and other interested parties. The commission had also stated that according to article 93(3) the subsidy might not be put into effect until the procedure under article 93(2) had resulted in a final decision.

In the light of the commission's provisional view, Mr Silkin explained that the government had decided to apply to the council of ministers under article 93(2) for a decision that this temporary UK measure should be considered compatible with the common market.

'In the meantime the subsidy, which I regard as essential in present circumstances to protect both the immediate interests of our pig producers and our supplies of home-produced pork and bacon in the longer term, is already in operation,' Mr Silkin said.

Commission gives views on forming audit court

Before a European court of auditors, which will replace the existing audit board, can begin to function, a number of decisions must be taken according to the commission.

A recently-published document discusses the question of determining a seat for the court, its locale, the renumeration of its members, its first budgetary resources and its assimilation as an institution in the financial and staff regulations.

The president of the council of foreign ministers appealed to member states at a meeting of the council last December to complete the process of ratification of the treaty instituting a European court of auditors (signed on 22 July 1975) as soon as possible so that the new audit court can be brought into full operation with minimum delay.

UK receives £29m from social fund

Britain is to receive some £29.4 million from the community's social fund between now and 1978 for vocational training activities. The EEC commission has recently approved the financing of a third series of applications which will be allocated over a three-year period covering 1976/77/78.

The social fund's total assistance in the form of non-repayable grants for this third series of applications amounts to approximately 288.6 million units of account (£121.3 million). The amounts of assistance granted in the first and second series approved last year were 38 mua, (£15.8 million) and 100 mua (£41.7 million) respectively. The commitments to aid retraining schemes during 1976 amount to 142.9 mua (£60 million); in 1977 to 103.9 mua (£43.4 million), and in 1978 to 41.8 mua (£17.4 million).

In accordance with the rules of the social fund the commission can reimburse 50 per cent of the cost of retraining schemes financed by a public authority. In the case of schemes carried out by private bodies, the commission grant will equal that made by the public authorities.

The social fund can assist in the retraining of persons who are: leaving agriculture; leaving the textile industry or acquiring new skills in textiles; migrant workers; handicapped workers; workers under 25 years and unemployed or in search of first-time employment.

In this category, the social fund has agreed for the UK a contribution of £4,289,308 (10.3 mua) towards the 1976 programme of special measures organised by the Training Services Agency and designed to make an additional 10,000 apprenticeships available to young unemployed people in assisted areas.

About £36,000 has also been granted by the social fund to the National Centre of Industrial Language Training to help finance training for 200 teachers responsible for language courses for migrant workers, within firms, to facilitate their integration into the working environment.

The social fund can also grant financial assistance for retraining schemes in favour of workers who are threatened with unemployment in the poorer regions of the community and who are affected by technical progress or by problems in groups of undertakings.

In the UK the creation of the joint standing committee for the major national newspapers (a body comprising both sides of industry) to implement a far-reaching plan for re-organisation, has led to a significant retraining plan to face up to the challenge and promise of technological advance of new equipment. The social fund will contribute approximately 7.2 mua (£3 million) over the next three years towards the cost of retraining approximately 12,000 workers affected by technical progress in this sector.

Anglo-French bilateral meetings continue

Secretary of State for Trade Edmund Dell met French Minister External Trade André Rossi on 7 February.

This meeting – the second between Mr Dell and Mr Rossi – was one of the regular bilateral meetings agreed by the Prime Minister and the President of the French Republic. The meeting was part of a general pattern of contacts between EEC ministers designed to achieve mutual understanding and promote closer European co-operation. The ministers reviewed a number of international trading issues.

February's council meetings

Four meetings of the EEC council of ministers, including this week's foreign council (8 February) have been planned for February. In his 31 January statement on council business for this month, David Owen, Minister for State at the Foreign and Commonwealth Office, told the Commons that finance ministers would be meeting on 14 February, and agriculture ministers on the 14th, 15th and 28th, as well as 1 March.

The agenda for the finance council had not yet been settled, he said, but the subjects ministers could discuss were the fourth medium-term economic policy programme and export credit policy.

At the agriculture council on 14 and 15 February, ministers were expected to have their first discussion of the commission's proposals for agricultural prices for 1977-78. They would also consider proposals on potatoes and for increasing financial limits under the farm structure directives, and might discuss proposals on hops. Consideration of the price proposals would be resumed at the agriculture council on 28 February and 1 March.

New fertilisers and feeding stuffs regulations

Regulations amending the fertilisers and feeding stuffs regulations 1973, as amended by the fertilisers and feeding stuffs (amendment) regulations 1976, were laid before parliament on 3 February.

The new regulations, which concern certain additives permitted to be used in feeding stuffs, apply to Great Britain and will come into effect on 1 March. The regulations will implement the provisions of EEC directive 76/603 with respect to extended lists of permitted antioxidants, extended lists of permitted emulsifiers, stabilisers and binders, and the introduction of a list of permitted preservatives; and implement the provisions of EEC directive 76/933 with respect to permitting higher levels of vitamin D_3 in poultry feeds. Similar regulations will be issued shortly in Northern Ireland.

The new regulations are the Fertilisers and Feeding Stuffs (Amendment) Regulations 1977 (S.I. 1977 no 115). They have been made under part 4 of the Agriculture Act 1970 by the Minister of Agriculture, Fisheries and Food and the Secretary of State for Scotland, after consultation with the interests concerned. Copies can be obtained from HMSO or through booksellers, price 25p (by post 31½p).

Inquiries about the regulations should be addressed to the Ministry of Agriculture, Fisheries and Food, Emergencies, Fertilisers and Feeding Stuffs Standards Division, Eagle House, 90/96 Cannon Street, London EC4 6HT, or to the Department of Agriculture and Fisheries for Scotland, 500 Gorgie Road, Edinburgh EH11 3AW. Inquiries about the Northern Ireland regulations should be addressed to the Department of Agriculture for Northern Ireland, Dundonald House, Upper Newtownards Road, Belfast BT4 35B.

Rome summit in March

EEC heads of government will hold their next European council meeting in Rome on 25 and 26 March. The dates were announced by Prime Minister James Callaghan in a written parliamentary reply on 1 February.

He explained that the summit, which would take place under British chairmanship, would mark the 20th anniversary of the signing of the treaty of Rome on 25 March 1957.

Support for immersion chilling proposals

A commission report and proposals* on immersion chilling of frozen poultry were 'welcome' Gavin Strang, Parliamentary Secretary to the Ministry of Agriculture, Fisheries and Food told the House of Commons on 31 January, because they firmly recognised that properly conducted immersion chilling processes were hygenically acceptable.

Speaking at the beginning of a debate on chilled poultry, Mr Strang went on to point out there were matters of detail on which the government felt that adjustment was needed.

He emphasised that in the negotiations on the commission's proposals, the government would take account of all these matters, would continue to consult with the industry and would draw fully on the expertise of the scientists at the Food Research Institute as the discussions proceeded.

*Documents R/1929/76 and R/89/77.

Commercial vehicles: weights and dimensions

In the article describing the outcome of the 16 December meeting of EEC transport ministers (*Trade and Industry* 14 January 1977) the wording of the paragraph on the commission's proposals for the weights and dimensions of commercial vehicles on page 108 – 'only vehicles meeting these particular standards . . .' – may have been misleading.

The commission's proposal is intended to enable vehicles meeting its standards to circulate freely within the community. But for other vehicles national regulations will continue to apply.

More community news

Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:

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Increasing consumption of skimmed milk

Commission proposals for the granting of aid for skimmed milk and skimmed milk powder used in animal feed was the subject of a debate in the House of Commons on 31 January.

Minister of State at the Ministry of Agriculture, Fisheries and Food, Edward Bishop explained that the draft regulation would amend the basic regulation relating to skimmed milk and powder in various ways.

The commission's proposal would have the effect of diverting greater quantities of liquid skim and fresh powder into pig and poultry food, and would avoid seeing these products being sold first into intervention before being used later for animal feed.

The central objective of the proposals was, said Mr Bishop, to increase the use of skimmed milk and skimmed milk powder. Against the background of the very large stocks of skimmed milk powder in the community and the general surplus in the milk sector, steps had to be taken to increase consumption of these products in animal feeds to prevent their simply being added to the stockpile. It would have been preferable had the surplus problem been dealt with some years ago, but the surplus now existed and steps must be taken to deal with it. In view of that factor the measures were reasonable.

EEC document no R/70/77.

New legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is now published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other member states' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 7174/482/408). Other information may be obtained from the reference point given at the end of the item.

Common agricultural policy

The texts of the following regulations which affect the various agricultural sectors in the EEC hvae been publishd in the *Official Journal of the European Communities.*

General. Corrigendum. The *Official Journal* L21, 25 January 1977 contains the following correction to regulation (EEC) 3186/76 amending regulation (EEC) 192/75 laying down detailed rules for the application of export refunds in respect of agricultural products (published in *Official Journal* L359, 30 December 1976):

Page 23: the following recital is to be inserted after the second recital:
'Having regard to Council Regulation (EEC) No 2746/75 of 29 October 1975 laying down general rules for granting export refunds on cereals and criteria for fixing the amount of such refunds[3], and in particular Article 8 (2), second subparagraph, and (3) thereof and the corresponding provisions of Regulations No 142/67/EEC[4] (colza, rape and sunflower seeds), No 171/67/EEC[5] (olive oil), (EEC) No 2774/75[6] (eggs), (EEC) No 2779/75[7] (poultrymeat), (EEC) No 2768/75[8] (pigmeat), (EEC) No 1431/76[9] (rice), (EEC) No 766/68[10] (sugar), (EEC) No 876/86[11] (milk and milk products), (EEC) No 885/68[12] (beef and veal), (EEC) No 2743/75[13] (cereal-based compound feedingstuffs), (EEC) No 2744/75[14] (products processed from cereals and rice), (EEC) No 2518/69[15] (fruit and vegetables), (EEC) No 957/70[16] (wine), (EEC) No 110/76[17] (fishery products), (EEC) No 326/71[18] (raw tobacco), and (EEC) No 1426/71[19] (products processed from fruit and vegetables),'.

After footnote [2] insert:
[3] OJ No L 281, 1. 11. 1975, p. 78.
[4] OJ No 125, 26. 6. 1967, p. 2461/67.
[5] OJ No 130, 28. 6. 1967, p. 2600/67.
[6] OJ No L 282, 1. 11. 1975, p. 68.
[7] OJ No L 282, 1. 11. 1975, p. 90.
[8] OJ No L 282, 1. 11. 1975, p. 39.
[9] OJ No L 166, 25. 6. 1976, p. 36.
[10] OJ No L 143, 25. 6. 1968, p. 6.
[11] OJ No L 155, 3. 7. 1968, p. 1.
[12] OJ No L 156, 4. 7. 1968, p. 2.
[13] OJ No L 281, 1. 11 1975, p 60.
[14] OJ No L 281, 1. 11. 1975, p. 65.
[15] OJ No L 318, 18. 12. 1969, p. 17.
[16] OJ No L 115, 28. 5. 1970, p. 1.
[17] OJ No L 20, 28. 1. 1976, p. 48.
[18] OJ No L 39, 17. 2. 1971, p. 1.
[19] OJ No L 151, 7. 7. 1971, p. 3.
Footnotes [3] to [7] become [20] to [24].

Fish and fish products. Regulation (EEC) 126/77 extending the period of validity of regulations (EEC) 1509/76 and (EEC) 1522/76 on imports into the community of prepared and preserved sardines originating in Tunisia and Morocco respectively. This replaces the date '31 December 1976' in article 2(1) of both regulations by '30 June 1977' (*Official Journal* L21, 25 January 1977).

Cattle, beef and veal. Regulation (EEC) 141/77 setting up, as a protective measure, a system linking imports of products of the beef and veal sector with the sale of boned beef held by intervention agencies (*Official Journal* L22, 26 January 1977).

Wine. Regulation (EEC) 142/77 fixing an additional rate for determining the quantities of alcohol to be delivered as part of the wine deliveries for the 1976/77 wine-growing year (*Official Journal* L22, 26 January 1977)

Fodder. Regulation (EEC) 143/77 repealing the protective measures applicable to straw exports (*Official Journal* L22, 26 January 1977)

Harmonisation of legislation

Pollution of the aquatic environment – corrigendum.
The *Official Journal of the European Communities* L24, 28 January 1977, contains the following correction to directive 76/464/EEC on pollution caused by certain dangerous substances discharged into the aquatic environment of the community (published in *Official Journal* L129,18 May 1976):
Page 26, Article 6 (3), second paagraph, second line:
for: '. . . where it has had recourse to . . .'
read: '. . . where it has accepted the recourse to . . .'
Page 26, Article 6 (4), third line:
for: '. . . deadlines . . .'
read: '. . . time limits . . .'

Commercial policy

Textile imports. The *Official Journal of the European Communities* L19, 22 January 1977 contains the texts of the following regulations:

Regulation (EEC) 114/77 concerning import arrangements for certain textile products originating in Singapore.

Regulation (EEC) 115/77 concerning import arrangements for certain textile products originating in Malaysia.

Regulation (EEC) 116/77 concerning import arrangements for certain textile products originating in Macao.

Further information: Department of Industry, Chemicals and Textiles Division, Millbank Tower, Millbank, London SW1P 4QU, tel. 01-211 4113.

EEC rules of competition

The *Official Journal of the European Communities* L16, of 19 January 1977, contains the text of a commission decision dated 22 December 1976 relating to a proceeding under article 85 of the treaty of Rome:

77/66/EEC GERO-fabriek NV, Zeist, Netherlands (GERO) (reference DG IV/ 24.510) concerning a notification to the commission dated 8 August 1963 to obtain negative clearance in relation to article 85(1), accompanied by an application for exemption under article 85(3), of the conditions of sale for silver-plated and stainless steel cutlery produced by GERO. The commission found that the clauses of the wholesale and retail sales conditions relating to export prohibitions on resale and resale prices constituted infringements of article 85(1) of the treaty. The commission refused exemption under article 85 (3) and ruled that GERO should bring the infringements to an end forthwith, unless it had done so of its own accord, and inform all its retailers and wholesalers of the contents of the decision.

Further information: Department of Prices and Consumer Protection, Fair Trading Division, 1 Victoria Street, London SW1H 0ET, tel. 01-215 5092.

GSP for 1977: amendment relating to goods of tariff heading 60.02

Trade and Industry of 17 December 1976 gave outline information of the generalised tariff preference scheme for 1977 and a further notice on 7 January 1977 announced that published details of the scheme could be found in the *Official Journal of the European Communities*, no. L349 of 20 December. In accordance with the relevant EEC regulation published in English, HM Customs tariff, part 11B currently defines special ceiling serial no. 6631 and tariff quota serial no. 6658 relating to heading 60.02 as not covering goods of cotton. This version of the regulation was however incorrect; the ceiling and quota are intended to cover all goods of this heading. The error is being rectified by the EEC commission and both ceiling and quota accordingly also cover goods of cotton with effect from 1 January 1977.

HM Customs will be prepared to consider claims in respect of cotton goods of heading 60.02 entered for home use from 1 January 1977 which are made by importers or their agents as follows:

1 Against special ceiling 6631 to the collector's office at which the entry or home-use warrant was presented.
2 Against tariff quota 6658 (South Korea and Hong Kong) direct to: Central Tariff Quota Unit, IC Division J, Branch 3, HM Customs and Excise, King's Beam House, Mark Lane, London EC3R 7HE.

In either case, claims covering these imports already entered should be submitted by 4 March 1977 and should state:

1 Port of importation
2 Name of ship and date of report
} or name and address of warehouse
3 Entry or home-use warrant number and date
4 Entered weight (kg)
5 Serial number of special ceiling or tariff quota
6 Country of origin

If the necessary GSP certificate of origin form A was not submitted with the entry/ home-use warrant, it must be attached to the claim.

Current claims for all goods of heading 60.02, whether of cotton or not, should be made on entries in the normal way.

Claims made under tariff quota 6658 will be dealt with by the Central Tariff Quota Unit as soon as possible after 4 March.

Inquiries about claims should be made to the Central Tariff Quota Unit at the address given above, tel. 01-626 1515 ext. 2570.

Proposals for certain 1978 EEC tariff quotas

The Department of Trade has been asked by the EEC commission to provide by the beginning of March statistical data in order to enable them to make proposals for renewing, for 1978, annual community 'global' tariff quotas. These are full or partial suspensions of duties on a limited quantity (or quota) of imports from all sources outside the EEC. The information needed is for past (1976) and expected (1978) domestic consumption and production, imports by individual member states (divided into those from other member states and those from other dutiable and non-dutiable sources) and exports outside the community. This information is being sought by departments from industry where it is not available from official statistics.

A list of global tariff quotas expected to be opened in 1978 is set out below showing the categories into which they fall. These are:

1 tariff quotas the EEC is bound to open to satisfy obligations made under the Gatt;
2 tariff quotas provided for under Protocols to the Act of Accession; and
3 'autonomous' tariff quotas, ie those which, although the EEC has no international obligation, member states may unanimously agree among themselves to establish.

The list shows in the case of the Gatt quotas the annual quantity of imports into the community as a whole that the EEC is bound to admit duty free, except for unwrought magnesium where the obligation is of a special nature. For each Protocol tariff quota the conditions are shown for establishing it in 1978 with an indication of how the maximum size is calculated in certain cases. For the Gatt quotas the unanimous agreement of member states (as in the case of autonomous quotas) is required for any increase above the minimum prescribed. Any increase above the maxima, where prescribed, for the Protocol quotas likewise depends on the unanimous agreement of member states. The allocation of any quota among member states is also a matter to be settled between them.

United Kingdom producers may object to the renewal of the autonomous tariff quotas where they consider that they could themselves supply the whole or the greater part of community import requirements and that their interests as community suppliers might be prejudiced by the loss of intra-community tariff preferences or by reduced tariff protection in the UK which would be entailed by a duty-free or reduced-duty tariff quota for imports from third countries. UK producers may also object to any increase above the minima in the Gatt ferro-alloy tariff quotas or, in the case of the Protocol quotas, they may suggest upper limits for the community quotas, and UK shares, for coniferous plywood and newsprint.

Any producer wishing to object, or to suggest limits as indicated in the previous paragraph, should provide as much as possible of the following information by 23 February at the latest:

1 estimated community (nine countries including the UK) demand in 1978;
2 estimated UK demand in 1978;
3 UK production expected to be available for:
   a the UK market in 1978;
   b the rest of the community in 1978;
   c exports to other countries for the same year.

As stated in the first paragraph, the Department of Trade is assembling information needed by the EEC commission, If, however, any user of the goods in question considers he has information that might be relevant and has not already been provided for this purpose to the Department of Trade, the Department of Industry or the Ministry of Agriculture, Fisheries and Food, he should send it to the Department of Trade as soon as possible.

All information provided by producers or users should be sent in writing to the Department of Trade, General Division, Room 333, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ.

Temporary suspension of CCT

The Department of Trade gives notice that with effect from 1 July 1977 it is proposed to terminate the following current duty suspensions of the common customs tariff (CCT) which were originally requested by the UK and to introduce the appropriate full rates of duty:

Tariff heading	Description
29.03	Benzene-1, 3-disulphonic acid
29.14	2-Ethyl-2-hydroxymethylpropanediol triacrylate (also defined as: 2,2-Bis(acryloyloxymethyl)butyl acrylate)
29.16	Prostaglandin E_1
29.23	*N*-(2-(4-[1,2-Diphenylvinyl)phenoxy]-ethyl)diethylammonium chloride
51.02	Monofil wholly of fluorocarbon polymer
81.02	Molybdenum alloy sheet of less than 0.20mm thick, containing not less than 98% by weight of molybdenum, not less than 0.40% by weight and not more than 1.0% by weight of titanium and not less than 0.06% by weight and not more than 0.20% by weight of zirconium as the major alloying elements

Any UK company wishing to see the suspension of duty continued should send, in writing, details of their estimated requirements (quantity and value) for the period 1 July 1977 to 30 June 1978 to the Department of Trade, General Division, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ (tel. 01-215 3576) to arrive not later than 21 February.

Details of new requests from other member

Community tariff quotas expected to be opened for exports from all third countries in 1978 (Expected quota duty rate zero except where indicated by †)

Tariff heading	Item	Community's obligation under Gatt	Protocol to the Act of Accession	Autonomous
03.01 AII	Certain fresh eels for processing	—	—	Autonomous
08.04 BI	Certain dried grapes†	—	—	Autonomous
38.08 A	Rosins including brais resineux	—	—	Autonomous
ex 44.15 A	Certain plywood of coniferous species	400,000 cu m duty-free annually	Protocol 11 provides for nil-duty quotas to be opened, the volume to be decided annually when it is established that all possibilities of supply on the internal market of the community will be exhausted for that year	Anything above 400,000 cu m
48.01 A ex 48.01 E	Newsprint	1.5 million tonnes duty-free annually	Protocol 13 provides for an autonomous nil-duty quota to be opened annually for 48.01 A, when it has been established that all possibilities of supply on the internal market of the community will be exhausted for that year	Anything above 1.5 million tonnes
50.02¶	Raw silk	—	—	Autonomous
ex 50.04 B¶	Yarn wholly of silk†	—	—	Autonomous
ex 50.05 B¶	Yarn wholly of silk waste other than noil†	—	—	Autonomous
73.02 C	Ferro-silicon	20,000 tonnes duty-free annually	—	—
73.02 D	Ferro-silico-manganese	50,000 tonnes duty-free annually	—	—
ex 73.02 EI	Ferro-chromium containing not more than 0.1% by weight of carbon and more than 30% but not more than 90% of chromium	3,000 tonnes duty-free annually	—	—
ex 73.02 EI	High carbon ferro-chrome‡	—	—	Autonomous
ex 77.01 A	Unwrought magnesium*	Duty-free quota to cover all community requirements not covered by community production	—	—

† The quota rates of duty in 1978 are likely to be:
08.04 BI 1.2%
ex 50.04 B 2.5%
ex 50.05 B 1%
‡ The introduction of any quota for this item for 1978 will depend upon agreement among the member states.
* This quota may be split into separate amounts for different types as in 1977.
¶ The EEC had agreed to have the tariff quotas only till the end of 1976, they were extended for 1977, but it is not certain whether they will continue in 1978.

states for temporary suspensions of the CCT for the period 1 July 1977 to 30 June 1978 were given in the 10 and 24 December issues of *Trade and Industry*. The department has now been notified by the EEC commission of additional requests for new suspensions in respect of the goods listed below. In each case a total suspension has been requested.

Tariff heading	Description
ex 29.30	Methyl isocyanate
ex 29.31	2-Methyl-2-(methylthio)propionaldehyde oxime
ex 29.34 B	Ethylthiophosphonic-0-ethyl-0-(2,4,5-trichlorophenyl)ester Trichloronat(150))

The department will wish to take account of UK interests in making its views known to the EEC before decisions are taken whether or not to grant these suspensions. UK producers of the goods in question or of like or competing products are entitled where they consider that they are able to supply the whole or the greater part of the needs of the community and that their interests would be adversely affected by the loss or reduction of community preference on their exports to other member states.

Producers wishing to object to the granting of suspensions of the CCT on the goods listed should provide as much as possible of the following information:

1 Estimated community (nine countries including the UK) demand in 1977 and 1978
2 Estimated UK demand in 1977 and 1978
3 UK production expected to be available in 1977 and 1978 for:
  3.1 the UK market in 1977 and 1978;
  3.2 the rest of the community in 1977 and 1978;
  3.3 exports to other countries in the same years.

This information should be sent in writing to the Department of Trade, at the address given above (tel. 01-215 3576) to arrive not later than 21 February.

Commission publishes bibliography

A selective bibliography of works on the origin, history and development of the European community has recently been published by the London office of the EEC commission.

The list covers both general and specific aspects of the community and, although specifically designed for English-speaking readers does include certain major works in other languages. Subjects listed range from the philosophical and historical origins of the idea of the community to the nuts and bolts of its policies and day-to-day decision-making process. There is also a special section on Britain and the community.

'The European community: A brief reading-list' is available free from the Commission of the European Communities, 20 Kensington Palace Gardens, London W8 4QQ, tel. 01-727 8090.

EIB loan for N. Ireland telephones

An £18½ million loan to help improve and extend the telephone service in Northern Ireland was signed in Luxembourg on 3 February by the British Post Office and the European Investment Bank.

During the next two years the Post Office is spending £58 million on expanding and modernising the telephone service in Northern Ireland. The EIB loan will contribute to the financing of the capital expenditure programme in the province, which includes the provision of 17 new telephone exchanges, 134 extensions to existing telephone exchanges and the provision of 73,000 new exchange lines. Additional telex and data communications facilities will also be provided.

This is the fourth loan made by the EIB to the Post Office and will be repaid over 10 years. It brings to £70.9 million the amount borrowed by the Post Office from the EIB for investment in telecommunications services.

EEC ports conference planned for Merseyside

A special one-day conference – 'UK Ports in the EEC' – is to be held at the Adelphi Hotel, Liverpool, on Thursday 24 March.

The conference is to be organised by the Merseyside Chamber of Commerce and Industry in association with the Mersey Docks and Harbour Company. It will cover all aspects of the port industry's role in the development of the European community, with particular reference to UK ports. Shippers' and shipowners' viewpoints will also be discussed, and the final session of the conference will be devoted to the part the port of Liverpool has to play in the future of the European port industry.

Conference chairman will be Mr E. Philip Chappell, chairman of the UK National Ports Council. The speakers will be Sir Lindsay Alexander, chairman of Ocean Transport and Trading Ltd, J. Morris Gifford, director general of the UK National Ports Council, Ian A. McArthur, chief executive, ICI Overseas Freight, and John Page, chairman of the Mersey Docks and Harbour Company.

Delegates from all over the UK and from Europe are expected to attend the conference, which is the first ports conference to be held on Merseyside for several years.

EEC documents and the 'London Gazette'

Lists of EEC documents will shortly be published in the *London Gazette*. David Owen, Minister of State at the Foreign and Commonwealth, said in reply to a commons question on 2 February.

Asked about arrangements for publishing decisions emanating from the council of ministers, he said that all legislation that was agreed by the council of ministers was published. But the council of ministers was not simply a legislative chamber. In some senses it was also a cabinet. 'Even in these days of open government we do not release cabinet minutes for general circulation – and I am in favour of our not doing so.'

ECGD addresses

The Export Credits Guarantee Department's head office is at Aldermanbury House, Aldermanbury, London EC2P 2EL. (Tel. 01-606 6699). ECGD has 10 local offices in various parts of the United Kingdom, and these are listed from time to time in *Trade and Industry*.

First political co-operation meeting in London

EEC foreign ministers pictured in London on 31 January during the first political co-operation meeting to be held in Lancaster House.

Eliminating technical barriers to trade within the EEC

Below we print the usual quarterly revision of our checklist showing the directives proposed, approved or adopted under Article 100 of the Treaty of Rome. The last list was published in *Trade and Industry* of 29 October 1976 A background article on elimination of technical barriers to trade appeared in the August 1974 issue of the *European Community Commentary*.

A word on terminology, A preliminary draft is really nothing more than a working document for commission working groups and may appear in any number of revisions. A commission proposal is the final version of the draft as submitted by the commission to the council of ministers. It too may undergo revision as a result of representations by member states at council meetings and may even be remitted to the commission for further elaboration.

A directive does not have direct internal effect, but creates obligations on the governments of the member states to ensure that its requirements are strictly and fully implemented, where necessary by national legislation. Once adopted, council directives may be adapted to technical progress by directives issued either by the commission or, if necessary, by the council on a proposal from the commission.

The texts of adopted directives are published in the 'L' (Legislation) series of the *Official Journal of the European Communities*, and the text of commission proposals in the 'C' (information and notices) series. Preliminary drafts and council revisions of commission proposals are not published. In the list below, the dates of issue of the *Official Journal* containing texts of adopted and proposed directives are given where they are known. The *Journal* has appeared in English only since 1 January 1973, but the English texts of adopted directives published before then (together with all other pre-accession community legislation) were issued in a series of special editions of the *Official Journal* in December 1972. Asterisks indicate where changes in the status of documents have occurred during the past quarter.

Subject	Reference of directive or latest draft received	Status (where applicable)
Motor vehicles		
*Type approval	70/156/EEC 6.2.70	Directive (*OJ* 23.2.70)
	COM(76)721 FINAL	Commission amending proposal
Rear registration plates	70/222/EEC of 20.3.70	Directive (*OJ* 6.4.70)
Sound level and exhaust systems	70/151/EEC of 6.2.70	Directive (*OJ* 23.2.70)
	Adapted to technical progress by 73/350/EEC of 7.11.73	Commission Directive (*OJ* 22.11.73)
	COM(74)1175 FINAL	Commission amending proposal
Fuel tanks and rear protective devices	70/221/EEC of 20.3.70	Directive (*OJ* 6.4.70)
	XI/249/75	Preliminary draft for adaptation to technical progress
	XI/260/75 Rev 2	Preliminary draft for further adaptation to technical progress
Audible warning devices	70/388/EEC of 27.7.70	Directive (*OJ* 10.8.70)
Air pollution by gases from positive ignition (spark ignition engines)	70/220/EEC of 20.3.70	Directive (*OJ* 6.4.70)
	Adapted to technical progress by 74/290/EEC of 28.5.74	Directive (*OJ* 15.6.74)
	XI/458/75	Preliminary draft for adaptation to technical progress
	C(76)1769	Commission directive adapting 70/220/EEC
Steering equipment	70/311/EEC of 8.6.70	Directive (*OJ* 18.6.70)
Doors	70/387/EEC of 27.7.70	Directive (*OJ* 10.8.70)
*Direction indicator lamps	76/759/EEC of 27.7.76	Directive (*OJ* 27.9.76)
Suppression of radio interference produced by spark ignition engines	72/245/EEC of 20.6.72	Directive (*OJ* 6.7.72)
*Installation of lighting and light signalling devices	76/756/EEC of 27.7.76	Directive (*OJ* 27.9.76)
*Windscreen-wiper and windscreen-washer systems	COM(76)571 FINAL	Commission proposal
Field of vision	COM(75)619 FINAL	Commission proposal (*OJ* C54 of 8.3.76)
Rear-view mirrors	71/127/EEC of 1.3.71	Directive (*OJ* 22.3.71)
Electrical connections between vehicles and their trailers	COM(68)633 FINAL	Commission proposal withdrawn
		Further work in hand
Reverse and speedometer equipment	75/443/EEC of 26.6.75	Directive (*OJ* 26.7.75)
Electrical circuits	Work not started	
Maximum speed (method of determination)	Work not started	
Braking devices	71/320/EEC of 26.7.71	Directive (*OJ* 6.9.71)
	Adapted to technical progress by 74/132/EEC of 11.2.74	Commission directive (*OJ* 19.3.74)
	Adapted further to technical progress by 75/524/EEC of 25.7.75	Commission directive (*OJ* 8.9.75) and corrigendum (*OJ* 23.9.75)
Safety glass	COM(72)981 FINAL	Commission proposal (*OJ* 16.11.72)
Interior fittings (interior part of the passenger compart other than interior rear view mirrors, layout of controls, roof or sliding roof, backrest and rear part of seats)	74/60/EEC of 17.12.73	Directive (*OJ* 11.2.74)
Arrangement of foot controls	XI/341/76	Preliminary draft
Identification of controls, tell-tales and indicators	COM(76)571 FINAL	Commission proposal
*Tyres	COM(76)712 FINAL	Commission proposal
Mechanical coupling equipment between vehicles and trailers	Work started but no papers yet available	
Anchorages for safety belts	76/115/EEC of 18.12.75	Directive (*OJ* 30.1.76)
Emission of pollutants by motor vehicles with diesel fuelled (compression ignition) engines	72/306/EEC of 2.8.72	Directive (*OJ* 20.8.72)
External projections	74/483/EEC of 17.9.74	Directive (OJ 2.10.74)
Head-restraints of seats	COM(74)2180 FINAL	Commission proposal (*OJ* 14.4.75)
Devices to prevent the unauthorised use	74/61/EEC of 17.12.73	Directive (*OJ* 11.2.74)
Strength of seats and their anchorages	74/408/EEC of 22.7.74	Directive (*OJ* 12.8.74)
Behaviour of the steering mechanism in the event of impact	74/297/EEC of 4.6.74	Directive (*OJ* 20.6.74)
Safety belts and restraint systems	COM(74)2180 FINAL	Commission proposal (*OJ* 14.4.75) (Directive approved but not yet formally adopted)
Statutory plates and inscriptions their location and method of attachment	76/114/EEC of 18.12.75	Directive (*OJ* 30.1.76)
Reverse and speedometer equipment	(see UK no. 1/16)	
*Windscreen defrosting and demisting systems	COM(76)571	Commission proposal
Interior fittings – seats (other than strength of seats and anchorages)	Work not started	
Special provisions for public transport vehicles	XI/347/76	Preliminary draft
Special provisions for taxis	Work not started	
Special provisions for goods vehicles	Work started but no papers yet available	
Towing hooks	COM(74)2172 FINAL	Commission proposal (*OJ* 1.2.75)
Legs of trailers and semi-trailers	XI/508/73 Rev 1	Preliminary draft
*Reflex reflectors	76/757/EEC of 27.7.76	Directive (*OJ* 27.9.76)
*Front fog lamps and filament lamps	76/762/EEC of 27.7.76	Directive (*OJ* 27.9.76)
*Rear registration plate lamps	76/760/EEC of 27.7.76	Directive (*OJ* 27.9.76)
*End-outline marker lamps, front position (side) lamps, rear position (side) lamps, and stop lamps	76/758/EEC of 27.7.76	Directive (*OJ* 27.9.76)
*Headlamps	76/761/EEC of 27.7.76	Directive (*OJ* 27.9.76)
*Rear fog lamps	COM(76)697	Commission proposal
*Parking lamps	COM(76)697	Commission proposal
*Reversing lamps	COM(76)697	Commission proposal
Hazard warning devices	Work not started	
Springs	Work not started	
Verification of fuel consumption	XI/702/76	Preliminary draft
*Heating systems	COM(76)702	Commission proposal
*Wheel guards	COM(76)702	Commission proposal
*Weights and dimensions	COM(76)701	Commission proposal
Tractors and agricultural machinery		
Type approval	74/150/EEC of 4.3.74	Directive (*OJ* 28.3.74)
Maximum design speed and load platforms	74/152/EEC of 4.3.74	Directive (*OJ* 28.3.74)
Certain parts and characteristics	74/151/EEC of 4.3.74	Directive (*OJ* 28.3.74)
Projecting parts	XI/48/74	Preliminary draft following reconsideration of COM(68)565 FINAL
Towable load	COM(68)565 FINAL	Commission proposal referred back for further consideration
Rear-view mirrors	74/346/EEC of 25.6.74	Directive (*OJ* 15.7.74)
Lighting and light signalling devices	COM(74)895 FINAL	Commission proposal (*OJ* 13.9.74)
Steering equipment	75/321/EEC of 20.5.75	Directive (*OJ* 9.6.75)
Power connection for lighting and light signalling devices	75/323/EEC of 20.5.75	Directive (*OJ* 9.6.75)
Suppression of radio interference produced by spark-ignition engines	75/322/EEC of 20.5.75	Directive (*OJ* 9.6.75)
Driver's seat	XI/604/76	Preliminary draft
*Passenger seats	76/763/EEC of 27.7.76	Directive (*OJ* 27.9.76)

Subject	Reference of directive or latest draft received	Status (where applicable)
Coupling between tractor and trailer	COM(68)565 FINAL	Commission proposal referred back for further consideration
Braking devices	76/432/EEC	Directive (*OJ* 8.5.76)
Safety glass	XI/299/74	Preliminary draft
Emission of pollutants from diesel engines	COM(75)621 FINAL	Commission proposal (*OJ* 15.1.76)
Tyres	Work not yet started	
Power take-off	Work started but no papers yet available	
Field of vision and windscreen wipers	74/347/EEC of 25.6.74	Directive (*OJ* 15.7.74)
Location and attachment of statutory plates and inscriptions	Work started but no papers yet available	
Length, width and unladen height	Work started but no papers yet available	
Maximum authorised weight on each axle and distribution of weight between axles	Work started but no papers yet available	
Maximum vertical load applied to mechanical coupling devices	XI/509/73	Preliminary draft
Speed governor	Work started but no papers yet available	
Reverse gear	Work started but no papers yet available	
Rollover protection structures	COM(74)2197 FINAL	Commission proposal (*OJ* 16.6.75)
	COM(76)229 FINAL	Commission amending proposal
Other means of protection against the weather	Work started but no papers yet available	
Location identification and operation of controls	XI/44/74	Preliminary draft
Coupling hooks (front coupling devices)	Work started but no papers yet available	
*Driver-perceived noise level		Directive adopted but not yet published
Metrological		
General directive	71/316/EEC of 26.7.71 72/427/EEC of 19.12.72	Directive (*OJ* 6.9.71) Amending directive (*OJ* 28.12.72)
*Clinical mercury-in-glass maximum reading thermometers	76/764/EEC of 27.7.76	Directive (*OJ* 27.9.76)
Medium accuracy bar and cylindrical weights	71/317/EEC of 26.7.71	Directive (*OJ* 6.9.71)
Measuring of the standard mass per storage volume of grain	71/347/EEC of 12.10.71	Directive (*OJ* 25.10.71)
Calibration of tanks of vessels	71/349/EEC of 12.10.71	Directive (*OJ* 25.10.71)
Material measures of length	73/362/EEC of 19.11.73	Directive (*OJ* 5.12.73)
Non-automatic weighing machines	73/360/EEC of 19.11.73 76/696/EEC of 27.7.76	Directive (*OJ* 5.12.73) Commission directive: Technical progress adaptation (*OJ* 27.8.76)
*Electrical energy meters	76/891/EEC of 4.11.76	Directive (*OJ* 4.12.76)
Meters for liquids other than water	71/319/EEC of 26.7.71	Directive (*OJ* 26.7.71)
Measuring systems for liquids other than water	COM(75)577 FINAL	Commission proposal (*OJ* 18.12.75)
Ancillary equipment for liquids other than water	71/348/EEC of 12.10.71	Directive (*OJ* 25.10.71)
Gas volume meters	71/318/EEC of 26.7.71 Adapted to technical progress by 74/331/EEC of 12.6.74	Directive (*OJ* 6.9.71) Commission directive (*OJ* 12.7.74)
Making-up by volume of certain prepackaged liquids	75/106/EEC of 19.12.74 XI/948/76	Directive (*OJ* 15.2.75) Draft amending directive
Bottles used as measuring containers	75/107/EEC of 19.12.74	Directive (*OJ* 15.2.75)
Cold water meters	75/33/EEC of 17.12.74	Directive (*OJ* 20.1.75)
*Hot water meters	XI/996/76	Preliminary draft
Heat meters	Work started but no papers yet available	
Road and rail transport tanks for use as measuring containers	COM(74)877 FINAL	Commission proposal (*OJ* 13.9.74)
Taximeters	COM(75)333 FINAL	Commission proposal (*OJ* 25.7.75)
Alcoholometers and alcohol hydrometers	76/765/EEC of 27.7.76	Directive (*OJ* 27.9.76)
Alcohol tables	76/766/EEC of 27.7.76	Directive (*OJ* 27.9.76)
Saccharimeters	Work started but no papers yet available	
Continuous totalising weighing machines	75/410/EEC of 24.6.75	Directive (*OJ* 14.7.75)
Instruments for determining the fat content of dairy produce	Work started but no papers yet available	
Metallic manometers	III/1919/72	Preliminary draft in abeyance. Further work in hand
Apparatus for measuring arterial pressure	Work started but no papers yet available	
Weights of from 1mg to 50kg of above medium accuracy	74/148/EEC of 4.3.74	Directive (*OJ* 28.3.74)
Instruments for measuring moisture content of grain	XI/86/74	Preliminary draft

Subject	Reference of directive or latest draft received	Status (where applicable)
Electronic devices incorporated or associated with measuring instruments	XI/667/76/ Rev 1	Preliminary draft
Units of measurement	71/354/EEC of 18.10.71 76/770/EEC of 27.7.76 Corrigenda	Directive (*OJ* 29.10.71) Amending directive (*OJ* 27.9.76) (*OJ* 14.12.76)
Check-weighing and grading machines	COM(75)573 FINAL	Commission proposal (*OJ* 8.3.76)
Making up by weight or by volume of certain prepackaged products	76/211/EEC of 20.1.76	Directive (*OJ* 21.2.76 L46)
Differential pressure gasmeters	Work not yet started	
Ranges of nominal quantities permitted for certain prepackaged products	COM(76)384 FINAL	Commission proposal (*OJ* 18.8.76)
Scales of charges for testing of gas meters	COM(74)776 FINAL	Commission proposal (*OJ* 1.7.74)
Instruments for measuring pollution of air	Work not yet started	
Electrical equipment designed for use within certain voltage limits	73/23/EEC of 19.2.73	Directive (*OJ* 26.3.73)
Electro-medical equipment Medical X-ray equipment	COM(74)2178 FINAL	Commission proposal (*OJ* 12.2.75)
Electrical equipment for use in potentially explosive atmospheres (framework directive)	76/117/EEC of 18.12.75	Directive (*OJ* 30.1.76)
Electrical equipment for use in explosive atmospheres (special directive)	XI/508/75	Preliminary draft
*Radio interference caused by electrical household appliances, portable tools and similar equipment	76/889/EEC of 4.11.76	Directive (*OJ* 4.12.76)
*Suppression of radio interference from fluorescent lighting luminaires	76/890/EEC of 4.11.76	Directive (*OJ* 4.12.76)
Suppression of radio interference from radio and television sets	COM(73)569 FINAL	Commission proposal
Suppression of radio interference from industrial, scientific and medical equipment	COM(74)1181 FINAL	Commission proposal (*OJ* 6.3.75)
Plugs and sockets	XI/685/76	Preliminary draft
Textiles		
Textile names	71/307/EEC of 26.7.71 75/36/EEC of 17.12.74	Directive (*OJ* 16.8.71) Directive supplementing 71/307/EEC (*OJ* 20.1.75)
Quantitative analysis of binary textile fibre mixtures	72/276/EEC of 17.7.72	Directive (*OJ* 31.7.72)
Quantitative analysis of ternary fibre mixtures	73/44/EEC of 26.2.73	Directive (*OJ* 30.3.73)
Quantitative analysis of mixtures of fibres of the same chemical nature	Work started but no papers yet available	
Elimination of foreign matter	Work started but no papers yet available	
Pressure vessels		
General directive	76/767/EEC of 27.7.76	Directive (*OJ* 27.9.76)
Seamless steel gas cylinders	COM(72)1689	Commission proposal
Aerosol dispensers	75/324/EEC of 20.5.75	Directive (*OJ* 9.6.75)
Seamless aluminium alloy gas cylinders	COM(74)966 FINAL	Commission proposal (*OJ* 13.9.74)
Welded unalloyed steel gas cylinders	COM(74)965 FINAL	Commission proposal (*OJ* 13.9.74)
Unfired pressure vessels of welded steel	XI/584/75	Preliminary draft
Shell boilers for producing steam or hot water	Work started but no papers yet available	
Dangerous substances and preparations		
*Classification, packaging and labelling of dangerous substances	67/548/EEC of 27.6.67 73/146/EEC of 21.5.73 75/409/EEC of 24.6.75 XI/ENV/236/76 COM(76)433 FINAL	Directive (*OJ* 16.8.67) Amending directive (*OJ* 25.6.73) Amending directive (*OJ* 14.7.75) Preliminary draft for further amendment Commission amending proposal (*OJ* 5.11.76)
Classification, packing and labelling of pesticides	COM(74)2193 FINAL	Commission proposal (*OJ* 20.2.75)
Approval and putting into circulation of agricultural pesticides	15.175/VI/69	Preliminary draft
Explosives	13269/III/70	Preliminary draft
Classification, packaging and labelling of dangerous preparations (solvents)	73/173/EEC of 4.6.73	Directive (*OJ* 11.7.73)
Classification, packaging and labelling of paints, varnishes, glues and related products	COM(75)311 FINAL	Commission proposal (*OJ* 23.7.75)
Classification, packaging and labelling of dangerous products of general use in the home (household preparations)	III/425/72	Preliminary draft
Corrosives	Work started but no papers yet available	

Subject	Reference of directive or latest draft received	Status (where applicable)
Detergents	73/404/EEC of 22.11.73	Directive (*OJ* 17.12.73)
Methods of testing the bio-degradability of anionic surfactants	73/405/EEC of 22.11.73	Directive (*OJ* 17.12.73)
Methods of testing the bio-degradability of non-ionic surfactants	XI/315/76	Preliminary draft
Detergents – toxicity	Work in abeyance	
*Restrictions on the marketing and use of certain dangerous substances and preparations	76/769/EEC of 27.7.76	Directive (*OJ* 27.9.76)
Lifts and lifting apparatus		
Certification and marking of wire ropes, chains and hooks	73/361/EEC of 19.11.73 76/434/EEC of 13.4.76	Directive (*OJ* 5.12.73) Commission directive (*OJ* 8.5.76) Adapting 73/361/EEC to technical progress
Common provisions for lifting and mechanical handling appliances (general directive)	COM(75)336 FINAL	Commission proposal (*OJ* 29.9.75)
*Tower cranes for building work	XI/276/76 Rev 1 XI/882/76	Preliminary draft Preliminary draft
Builders' hoists	Work started but no papers yet available	
Conveyor-belts	Work started but no papers yet available	
Electrically operated lifts	COM(75)336 FINAL	Commission proposal (*OJ* 29.9.75)
Powered industrial trucks	XI/768/76	Preliminary draft
Machine tools and machines		
Common provisions for the working of metals, wood, paper and other materials	XI/216/74 Rev 1	Preliminary draft
Grinding wheels and grinding machines	XI/217/74	Preliminary draft
Portable grinding machines	XI/270/75	Preliminary draft (but now agreed to divide into three separate directives)
Fixed grinding machines	Work started but no papers yet available	
Grinding wheels	Work started but no papers yet available	
Woodworking machines	Work started but no papers yet available	
Crystal glass		
Crystal glass	69/493/EEC of 15.12.69	Directive (*OJ* 29.12.69)
Oil pipelines		
Oil pipelines (construction)	COM(68)640 FINAL	Work on this proposal suspended in favour of an initial standardisation in CEN
Precious metals		
Articles made from precious metals	COM(75)607 FINAL	Commission proposa (*OJ* 16.1.76)
Gas appliances		
Safety and control devices for appliances using gaseous fuels	COM(74)2179 FINAL	Commission proposal (*OJ* 16.6.75)
Instaneous production of hot water for sanitary purposes	COM(74)2179 FINAL	Commission proposal (*OJ* 16.6.75)
Cookers	Work started but no papers yet available	
Central heating boilers	Work started but no papers yet available	
Gas governers	Work started but no papers yet available	
Independent space heaters	Work started but no papers yet available	
Fertilisers		
General directive	76/116/EEC of 18.12.75	Directive (*OJ* 30.1.76)
Sampling and methods of analysis	10.388/III/67 Rev 1	Preliminary draft
Marketing of high nitrogen content ammonium nitrate based fertiliser	COM(75)635 FINAL	Commission proposal (*OJ* 23.1.76)
Gas pipelines		
Gas pipelines (construction)	18.871/III/69	Work on this proposal suspended in favour of initial standardisation in CEN
Fuels		
Problem of the lead content of petrol	COM(73)2050 FINAL	Commission proposal (*OJ* 31.1.74)
Sulphur content of certain liquid fuels	75/716/EEC of 24.11.75	Directive (*OJ* 27.11.75)
Use of fuel-oils with the aim of decreasing sulphurous emissions	COM(75)681 FINAL	Commission proposal (*OJ* 8.3.76)
Rubber and plastics		
Reinforced plastic tanks for carriage of dangerous substances by road	COM(71)1446 FINAL	Commission proposal (*OJ* 15.3.72)
Construction materials		
Cement	Work in abeyance	
Ceramic tiles	Work in abeyance	
Flat glass	XI/437/74	Preliminary draft
PVC pipes	Work in abeyance	
*Fire resistance	XI/790/75/Rev 2	Preliminary draft
Water supply equipment	Work was proposed by the tripartite working group but the project was shelved	

Subject	Reference of directive or latest draft received	Status (where applicable)
Building and civil engineering equipment and machines		
General directive Measurement of the sound level of constructional plant and equipment Permissible sound level for pneumatic concrete-breakers and jackhammers	COM(74)2195 FINAL	Commission proposal (*OJ* 14.4.75)
Permissible sound emission level for tower cranes	COM(75)558 FINAL	Commission proposal (*OJ* 8.3.76)
Permissible sound level of grass cutting machines	XI/28/75 Rev 1	Preliminary draft
Permissible sound emission level for current generators for welding Permissible sound emission level for current generators for power supply	COM(75)558 FINAL	Commission proposal (*OJ* 8.3.76)
[Site safety]		
Roll-over protective structures	XI/554/75	Preliminary draft
Falling-object protective structures	XI/555/75	Preliminary draft
Dimensions of operators' cabins	Xi/556/75	Preliminary draft
Protecting guards and shields	XI/557/75	Preliminary draft
[Road safety]	Work started but no papers yet received	
Tower cranes: safety aspects	Work started but no papers yet received	
Mopeds		
Type approval	COM(72)1645 FINAL COM(73)1732 FINAL	Commission proposal Commission amending proposal
Engines	Work started but no papers yet received	
Noise	Work started but no papers yet received	
Braking devices	XI/710/75	Preliminary draft
Motor cycles		
Type approval	COM(74)2177 FINAL	Commission proposal (*OJ* 20.2.75)
Permissible sound level and exhaust system	COM(75)634 FINAL	Commission proposal (*OJ* C54 8.3.76)
Fuel system integrity	XI/567/75	Preliminary draft
Non-military arms and ammunition	Work started but no papers yet received	
Firefighting equipment		
Portable fire extinguishers	Work started but no papers yet received	
Metal scaffolding		
Working metal scaffolds	XI/34/76	Preliminary draft
Packaging materials	Work not yet started	
Educational materials	Work not yet started	
Equipment using ionising rays	Work started but no papers yet received	
Protective clothing and equipment		
Protective helmets (industrial)	Work started but no papers yet received	
Safety helmets for motor vehicle drivers and their passengers	XI/227/75	Preliminary draft
Respiratory protective devices	Work started but no papers yet received	
Industrial safety belts and harnesses	Work started but no papers yet received	
Eye protectors	Work started but no papers yet received	
Protective footwear	Work started but no papers yet received	
Boats and their fittings		
Type approval	COM(76)393 FINAL	Commission proposal (*OJ* 24.8.76)
Pleasure craft made of reinforced plastic	XI/592/74	Preliminary draft
Cosmetics		
*Cosmetic products	76/768/EEC of 27.7.76	Directive (*OJ* 27.9.76)
Leaching of substances into foodstuffs		
General directive	COM(74)1168 FINAL COM(75)426 FINAL	Commission proposal (*OJ* 11.10.74) Amendment
Materials and objects in glass intended to come into contact with foodstuffs	687/VI/73	Preliminary draft
Materials and objects in stainless steel intended to come into contact with foodstuffs	688/VI/73	Preliminary draft
Materials and objects in ceramics intended to come into contact with foodstuffs	COM(74)2173 FINAL	Commission proposal (*OJ* 27.2.75)
Materials and objects in plastics intended to come into contact with foodstuffs	3003/VI/74	Preliminary draft
Toys		
Toys safety requirements	XI/288/74	Preliminary draft
Noise in the domestic environment	Work started but no papers yet received	

* Indicates changes in the status of documents during the last quarter.

Statistics

The economy: selected indicators

Series are seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries excl. shipping	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index Series in Stock level at end-1975	1970	£ million	£ million			£ million 18,209	10,399	1,807	1,976	£ million		
1970	100	31,644	9,453	2,130	1,799	442	325	68	−14	733	−25	758
1971	102	32,505	9,681	1,991	1,930	99	−148	52	22	1,084	280	804
1972	104	34,402	9,870	1,739	2,071	39	−145	48	15	154	−702	856
1973	110	35,935	10,279	1,872	2,362	1,127	404	102	382	−736	−2,334	1,598
1974	110	35,612	10,087	2,024	2,251	604	666	81	−111	−3,323	−5,220	1,897
1975	108	35,374	9,967	1,737	1,964	−699	−392	−111	−23	−1,656	−3,204	1,548
1976		35,571 pe								−1,526	−3,611	2,085
1974 2nd qtr.	111	8,814	2,436	502	562	321	197	43	19	−858	−1,355	497
3rd qtr.	112	8,956	2,476	501	548	330	358	3	−39	−736	−1,242	479
4th qtr.	111	8,989	2,581	511	550	58	133	17	−53	−904	−1,335	431
1975 1st qtr.	110	8,989	2,533	471	497	−126	18	−31	−38	−449	−852	403
2nd qtr.	108	8,851	2,460	444	495	−269	−105	−54	−66	−357	−681	324
3rd qtr.	107	8,776	2,528	416	496	−214	−234	−29	38	−555	−989	434
4th qtr.	108	8,758	2,446	406	476	−90	−70	4	43	−295	−682	387
1976 1st qtr.	109	8,876	2,427	402	460	38	31	23	12	−3	−448	445
2nd qtr.	108	8,812	2,343	408	474	−118	−115	−22	−55	−497	−968	471
3rd qtr.	108	8,928	2,444	411	472	−27	5	3	22	−597	−1,166	569
4th qtr.		8,955 pe								−429	−1,029	600
% change last 2 qtrs. on prev. 2 qtrs.	0.0	+1.1	−1.8	+1.4	+1.1							
on a year earlier	+1.3	+1.2	−4.0	−4.8	−4.5							

	Industrial production		Personal expenditure		Prices and costs (NOT seasonally adjusted)					Labour (UK)			Visible Trade (Volume)	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices	% increase on a year earlier	Wholesale prices: all manufacturing industry: basic materials and fuel used	Wholesale prices: all manufacturing industry: manufactured products: home sales	Basic hourly wage rates of manual workers (all industries and services)	Unemployed excluding school leavers and adult students: mid-month count	Unemployed excluding school leavers and adult students: % of total employees	Unfilled vacancies for adults: mid-month count	Export	Import
	at 1970 prices		at 1971 prices	monthly averages									On a balance of payments basis at 1970 prices	
Base of index £m in base year Series in	1970	1970	1971 15,895	thousands	Jan. 1974		1970	1970	July 1972	thousands		thousands	1970 7,907	1970 7,932
1971	100.5	99.7	100.0	108.5	153.4†	9.4	104.6	109.0	88.9	775.8	3.4	130.9	106.7	104.2
1972	102.7	102.4	105.8	138.6	164.3†	7.1	109.2	114.8	101.4	854.9	3.7	147.3	106.6	116.3
1973	110.3	110.0	110.7	137.1	179.4†	9.2	144.5	123.2	115.6	611.0	2 6	307.0	121.8	133.9
1974	106.4	108.2	109.9	102 8	108.5	16.0	215.3	152.0	138.7	599.5ø	2.6ø	302.2ø	130.1	135.2
1975	101.2	101.7	107.9	97.2	134.8	24.2	235.4	188.7	179.8	929.0	3.9	148.2ø	124.9	125.6
1976			108.1	103.8 p			299.0 p	219.6 p					135.4 p	134.2 p
1975 2nd qtr.	100.3	100.5	109.2	94	133.6	24.3	225.6	186.3	176.3	847.4	3.6	164.4	122.6	122.2
3rd qtr.	99.6	99.7	105.4	103	139.4	26.6	239.3	193.4	185.5	1,000.0	4.2	133.6	120.0	127.4
4th qtr.	100.4	100.4	105.7	84	144.2	25.3	256.1	199.1	193.8	1,132.1	4.8	113.6	128 3	127.2
1976 1st qtr.	102.0	102.0	107.3	106	149.4	22.5	266.5	206.9	205.5	1,223.2	5.2	115.5	131.6	124.1
2nd qtr.	102.4	103.4	107.6	106	154.9	16.0	292.6	214.4	212.8	1,246.5	5.3	119.6	137.1	136.7
3rd qtr.	101.3	103.2	108.9	97	158.5	13.7	306.8	223.2	218.6	1,307.5	5.5	124.7	133.1	137.2
4th qtr.			108.5	106 p			329.9 p	233.9 p					139.8 p	138.7 p
1976 Jan.	101.4	101.8	110.2	115	147.9	23.4	261.5	204.8	202.1	1,210.5	5.1	111.1	131.5	125.1
Feb.	102.6	102.2	106.6	101	149.8	22.9	263.9	207.3	206.4	1,232.4	5.2	113.5	128.4	127.0
Mar.	102.1	102.0	105.4	101	150.6	21.2	274.2	208.6	207.9	1,226.6	5.2	122.0	134.9	119.9
Apr.	102.3	103.1	108.8	118	153.5	18.9	286.3	211.5	210.1	1,233.7	5.2	123.9	134.8	134.0
May	104.4	106.2	106.8	112	155.2	15.4	292.0	214.8	211.7	1,250.0	5.3	120.6	138.2	139.7
June	100.4	101.0	107.3	88	156.0	13.8	299.6	217.0	216.6	1,255.7	5.3	114.3	138.4	137.7
July	101.3	103.5	108.8	87	156.3	12.9	302.0	219.8	219.0	1,294.6	5.5	117.6	129.9	140.3
Aug.	100.5	102.3	108.9	115	158.1	13.8	304.0	223.4	219.1	1,309.4	5.6	127.5	132.6	131.2
Sept.	102.1	103.9	108.9	88	160.6	14.3	314.4	226.3	219.2	1,318.6	5.6	129.0	136.7	140.1
Oct.	102.5	104.3	108.1	104	163.5	14.7	327.7	230.0	219.5	1,305.4	5.5	126.2 p	140.1	142.6
Nov.	102.6	103.8	109.2	111	165.8	15.0	331.8	234.6	220.7	..	..	..	136.6 p	142.2 p
Dec.			108.3	102	168.0	15.1	330.1 p	237.2 p	221.5 p	1,330.0	5.6 e	..	142.6 p	131.4 p
1977 Jan.							338.2 p	244.9 p		1,345.3	5.7 p	..		
% change latest 3 months on prev. 3 months	+1.6	+1.7	−0.4	+9.3	+4.6		+5.7	+5.4	+0.7	+1.5			+5	+1
on a year earlier	+1.8	+3.3	+2.6	+25.3	+14.9		+28.6	+18.4	+18.8	+13.5			+9	+9

p Provisional pe Preliminary estimate † Base of index Jan. 1962 = 100 .. not available ø Average of 11 months e estimate

Inquiries: 01-215 3453

Possible amendments to Statistics of Trade Act

The Statistics of Trade Act 1947 is the act under which most official statistical inquiries in the business statistics field are carried out. The Government Statistical Service has been considering whether the act needs to be amended.

The paragraphs below set out the proposed amendments which it is felt are necessary to overcome certain technical problems that have arisen in operating the act. Also, some proposed amendments to the act, which would enable users of statistics to derive greater benefits from the information collected in the statutory inquiries and which it is believed would not damage the interests of the contributors.

Comments on these proposals should be addressed to the Director of Statistics, Department of Industry, 1 Victoria Street, London, SW1.

The proposals

1 To delete section 9(5)(a) of the act, which prohibits publication of the number of returns received with respect of the production of any article if that number is less than five.

Section 9(5)(a) gives effect to a recommendation contained in paragraph 57 of the October 1945 Report of the Census of Production Committee (Cmd 6687) that 'an additional safeguard against the isolation of cases where disclosure is involved would be to show the number of entries against a product, ie the number of establishments at which the product is made, only if the number is five or more'. If it were deleted, the disclosure restrictions elsewhere in section 9 would prevent the publication of the number of returns received if that number were less than three. This would adequately protect the interests of respondents to inquiries under the act. The deletion would, too, avoid the present anomalous position which arises when a single producer is willing to agree to publication; the value of his production can be shown, but not the fact that there is one producer.

2 To provide that it shall not be an offence to publish statistical tables disclosing information relating to an unnamed individual undertaking five or more years after the period to which they relate.

The disclosure restrictions in section 9 of the act are without time limit. The proposal would remove the need for time-consuming and expensive checks to avoid disclosure in historical series when, for example, data have to be reclassified because of the introduction of a revised industrial classification. It is not, of course, intended that the names of contributors should be published in such series.

3 To clarify the definition of the 'undertaking' in section 17 of the act.

The act empowers a competent authority to obtain information from any person carrying on an 'undertaking by way of trade or business', leaving unclear the status of professions, universities, private nursing homes, charities, social clubs and other various organisations. The proposal would make it clear that the definition embraced all economic activities – ie the provision of goods or services in any form, whether paid for by charges, taxes, levies or from trusts, etc, resulting in the employment or self-employment of persons as a way of providing, wholly or partially, their livelihood.

4 To provide powers to require firms to include in their returns information about persons working as or for sub-contractors on their premises or sites, and also to furnish the names and addresses of sub-contractors.

The rapid expansion of small sub-contracting businesses in the construction ndustry (including 'the lump') has created a need for more statistical information on the activities of this sector. The proposed powers may also be needed to obtain information in other areas – eg on computer staff, freelance draughtsmen, temporary office workers.

5 To amend the act to permit the publication of statistical tables showing the aggregate number of employees in employment in each industry in each area, even though the figures could disclose the numbers employed by an individual employer.

Such analyses were made available for bona fide purposes in the 1950s and 1960s when the numbers were obtained from counts of National Insurance cards. Since 1971 the analyses have been compiled from Census of Employment information. This is collected under the Statistics of Trade Act and can only be disclosed under the restricted conditions of section 4(3)(f) of the Employment and Training Act, 1973, which provided that information can be made available with the joint permission of the Secretary of State for Employment and the Manpower Services Commission. More general release of these tables would meet many research needs by planners, industry, etc. The names and addresses of employers would not be disclosed: only the aggregate numbers employed in each industry within each area would be shown.

6 To amend the act to allow the publication of the name, address and industrial classification of contributors to statistical inquiries taken under the act, with an indication of their total employment.

About three out of four of the contributors to production inquiries give their consent to the publication of their name, address and industrial classification. The Business Statistics Office is now making available classified lists of these businesses. Comprehensive lists, with an indication of the numbers employed by each contributor, would meet the needs for information of planners, public utilities, transport operators, researchers and trade associations.

7 To amend the act to permit the disclosure of information for purposes of, or incidental to, statistical processing subject to safeguards regarding confidentiality.

The Act prohibits the disclosure of information relating to individual undertakings without their consent. There are, however, circumstances in which it would be administratively desirable for such data to be processed or analysed by agents acting on behalf of government departments rather than by the departments themselves. Also when a computer that is being used by a government department for the processing of such data breaks down, representatives of the suppliers of hardware or software sometimes need to examine the work actually being processed in order to trace the fault.

8 To add to the schedule of the act-profits and losses, dividends, revaluation of assets and net gains or losses on current account balances resulting from changes in exchange rates.

These additions to the schedule of matters about which persons may be required to furnish estimates or returns are needed in order to make it possible to collect statistics in inquiries under the powers of the act about overseas transactions and about company liquidity.

Business Monitors

The following titles and issues of Business Monitors are now available.

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PQ331	Agricultural machinery (except tractors) for third quarter 1976
PQ334	Industrial engines for third quarter 1976
PQ339.5	Scales and weighing machinery and portable power tools for third quarter 1976
PQ339.9	Miscellaneous (non-electrical) machinery for third quarter 1976
PQ362	Insulated wires and cables for third quarter 1976
PQ363	Telegraph and telephone apparatus and equipment for third quarter 1976
PQ369.2	Primary and secondary batteries for third quarter 1976
PQ369.4	Electric lamps, electric light fittings, wiring accessories, etc for third quarter 1976
PQ391	Hand tools and implements for third quarter 1976
PQ413	Weaving of cotton, linen and man-made fibres for third quarter 1976
PQ414	Woollen and worsted for third quarter 1976
PQ417.1	Hosiery and other knitted goods for third quarter 1976

PQ419	Carpets for third quarter 1976
PQ433	Fur for third quarter 1976
PQ442	Men's and boys' tailored outerwear for third quarter 1976
PQ449.2	Gloves for third quarter 1976
PQ450	Footwear for third quarter 1976
PQ482.2	Miscellaneous packaging products of paper and film for third quarter 1976

Miscellaneous series

Quarterly

M5	Insurance companies and private pension fund investment for third quarter 1976

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The reserves in January

The UK official reserves rose by $3,067 million during January after the first drawing, of $1,160 million, on the new IMF stand-by facility. During the month net accruals of foreign currency borrowing by the public sector under the exchange cover scheme were $13 million. At the end of January the reserves stood at $7,196 million.

Release dates of economic statistics

Statistics on the London dollar and sterling certificates of deposit (mid-January) and UK bank's assets and liabilities and the money stock (mid-January) are to be released by press notices from the Bank of England on 17 February and not on 21 February as previously notified (see *Trade and Industry*, 28 January 1977, page 277).

Output in the wool textile industry

The volume of production in the wool textile industry (as measured by the seasonally adjusted index of production) in November 1976 was 5 per cent more than in November 1975. Statistics issued by the Wool Industry Bureau of Statistics show that in the period January-November 1976 woven fabrics (excluding blankets) were 6 per cent lower than in January-November 1975; deliveries of worsted yarns (excluding semi-worsted yarn) were 9 per cent higher. Production of wool and hair tops was 22 per cent more and that of man-made fibre tops was 4 per cent more.

Output in the wool textile industry

	Consumption	Production			Deliveries			
	Raw wool (clean weight)	Tops		Woollen yarn (†)	Worsted yarn (§)	Woven fabrics (excluding blankets) (‡)		Blankets (†)
		Wool and hair	Man-made fibres			Woollen	Worsted	
	million kilos					million sq. metres		
1968	177.5	96.6	36.4	147.4	98.2	135.8	110.6	27.3
1969	174.5	92.0	42.2	142.2	100.5	130.1	109.2	26.9
1970	153.1	79.7	44.6	129.4	97.6	115.5	99.8	24.6
1971	141.2	66.2	36.6	130.7	93.0	101.9	83.9	28.5
1972	152.3	75.1	45.9	130.9	101.6	99.8	83.7	28.8
1973	136.6	62.2	55.9	135.2	100.0	104.0	88.4	30.6
1974	112.6	43.9	54.8	122.5	87.2	92.1	82.6	28.1
1975	110.6	46.8	44.4	112.1	75.5	76.8	74.6	24.7
1975 1st quarter	27.3	11.2	12.8	29.4	20.4	17.7	20.7	7.6
2nd quarter	29.1	11.9	12.7	29.7	19.4	22.5	19.2	5.0
3rd quarter	25.5	11.4	9.2	24.6	15.7	19.8	17.1	5.7
4th quarter	28.7	12.3	9.6	28.4	19.9	16.8	17.6	6.4
1976 1st quarter	31.0	13.8	11.6	29.4	20.6	16.9	18.2	6.5
2nd quarter	30.5	14.5	12.1	27.9	20.3	19.6	16.9	4.4
3rd quarter	27.6	13.4	10.6	23.7	18.2	19.4	16.9	5.2
1975 April	9.6	4.1	4.5	9.8	6.9	7.0	6.5	1.8
May	9.3	3.5	3.7	9.9	6.0	7.2	6.3	1.7
June	10.2	4.3	4.5	10.0	6.4	8.2	6.4	1.6
July	9.0	4.5	3.8	8.0	5.1	6.7	6.4	1.9
August	7.0	2.7	2.2	7.5	4.7	5.9	4.5	1.7
September	9.5	4.2	3.2	9.1	5.9	7.2	6.2	2.1
October	9.7	4.0	3.6	9.9	7.2	6.6	6.4	2.1
November	9.7	4.3	3.6	9.2	6.5	5.4	5.7	1.9
December	9.3	4.0	2.4	9.3	6.2	4.8	5.5	2.4
1976 January	10.0	4.5	4.3	9.5	6.4	5.1	5.8	2.6
February	9.6	4.2	3.2	9.2	6.6	5.3	5.9	1.9
March	11.4	5.1	4.1	10.7	7.6	6.5	6.5	2.0
April	10.4	5.0	3.9	9.5	7.0	5.7	5.5	1.5
May	10.2	4.8	4.6	9.3	7.0	7.0	5.6	1.4
June	9.9	4.7	3.6	9.1	6.3	6.9	5.8	1.5
July	8.7	4.6	3.8	7.1	5.9	6.1	5.6	1.5
August	8.3	3.5	2.8	7.7	5.3	6.0	4.6	1.7
September	10.6	5.3	4.0	8.9	7.0	7.3	6.7	2.0
October	10.5	4.9	4.9	9.4	7.9	7.1	6.0	2.2
November		5.4	4.4	9.6	7.7	6.0	6.2	2.2

(†) Estimated. (‡) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components. (§) From January 1969 includes semi-worsted yarn: previously yarn of this type was not separately distinguished and the small quantities involved were divided between the woollen and worsted yarn headings. In November deliveries of semi-worsted yarn were 0.8 million kilos.

Inquiries: 01-212 0017 or 01-212 6474

Production in the cotton industry

Statistics issued by the Textile Statistics Bureau show that in the period January to November 1976 the amount of cloth woven was 3 per cent less than in January to November 1975. Production of single yarn increased by 9 per cent and doubled yarn increased by 3 per cent.

Production in the cotton industry

Annual totals and weekly averages

	Single yarn (†)		Doubled yarn		Woven cloth	
	Cotton yarn (‡)	Spun man-made yarns and mixture yarn, inc. waste	Cotton yarn	Other	Cotton	Man-made fibre and mixtures
	million kg.				million metres	
1968	171.2	67.5	49.9	52.0	668.2	507.3
1969	166.2	73.2	46.8	60.9	661.5	538.1
1970	158.7	77.4	43.2	57.3	627.6	484.3
1971	133.0	83.3	85.0		559.1	479.8
1972	121.4	81.7	75.4		513.0	469.8
1973	115.4	92.5	82.1		453.2	502.3
1974	101.3	87.7	74.7		409.5	505.3
1975	94.4	76.4	68.4		405.4	503.0
1975 January*	1.8	1.5	1.4		8.2	9.7
February	1.9	1.6	1.5		8.8	10.7
March	1.7	1.3	1.3		8.3	9.7
April*	1.8	1.6	1.2		7.7	9.4
May	2.1	1.7	1.5		8.1	10.0
June	1.7	1.6	1.3		8.7	10.1
July*	1.5	1.1	1.1		5.4	7.2
August	1.9	1.5	1.3		8.0	9.4
September	1.4	1.0	1.1		6.4	8.8
October*	2.1	1.6	1.4		8.5	10.9
November	2.1	1.6	1.4		8.7	10.9
December*	1.5	1.2	1.0		5.7	7.8
1976 January	2.3	1.5	1.4		8.6	11.0
February	2.2	1.4	1.4		8.3	10.8
March*	2.3	1.5	1.4		8.3	10.5
April	1.9	1.4	1.2		6.6	8.7
May	2.4	1.7	1.5		8.0	10.5
June*	1.7	1.3	1.1		7.0	8.7
July	1.8	1.3	1.2		4.3	6.8
August	2.1	1.6	1.4		7.3	9.0
September*	1.8	1.3	1.2		6.4	8.7
October	2.3	1.7	1.6		7.9	10.6
November	2.4	1.7	1.6		7.9	10.7

(†) Spun in the cotton industry. (‡) Including yarns wholly of cotton waste and mixture yarn of cotton and cotton waste. * Average of five weeks.

Inquiries: 01-212 0017 or 01-212 6474.

Production of man-made fibres in November

In the three months ended November 1976 the volume of production of man-made fibres, seasonally adjusted, was estimated to have been 5 per cent less than in the three months ended August 1976. Total production by weight of man-made fibres in the period January-November 1976 was 9 per cent higher than in January-November 1975, output of continuous filament increased by 11 per cent and staple fibre increased by 9 per cent.

Man-made fibre production

Thousand metric tons

	Total	Continuous filament (singles)	Staple fibre
1968	539.1	241.8	297.4
1969	553.9	252.5	301.5
1970	599.4	257.6	341.9
1971	613.1	276.4	336.7
1972	626.5	264.0	362.5
1973	730.8	305.6	425.3
1974	627.6	271.0	356.6
1975	562.5	246.5	316.0
1975 1st quarter	129.1	56.4	72.7
2nd quarter	148.8	61.9	86.9
3rd quarter	134.1	58.5	75.7
4th quarter	150.4	69.7	80.7
1976 1st quarter	159.8	70.0	89.8
2nd quarter	157.5	69.7	87.7
3rd quarter	140.4	62.4	78.0
1975 January	42.1	18.2	24.0
February	42.6	17.6	25.0
March	44.3	20.6	23.7
April	48.1	20.0	28.1
May	53.6	22.3	31.4
June	47.0	19.6	27.4
July	47.0	19.3	27.7
August	40.8	17.9	22.8
September	46.3	21.2	25.1
October	55.1	24.0	31.1
November	49.1	23.6	25.5
December	46.2	22.1	24.1
1976 January	53.3	24.1	29.2
February	52.3	22.6	29.7
March	54.1	23.2	30.9
April	53.1	22.1	31.0
May	53.6	23.9	28.6
June	51.8	23.7	28.0
July	46.7	21.1	25.6
August	43.8	19.5	24.3
September	49.9	21.8	28.1
October	53.0	22.7	30.3
November	54.3	23.3	31.0

Index of the volume of production

1970 = 100

1968	87
1969	92
1970	100
1971	106
1972	107
1973	127
1974	111
1975	101

	Actual	Seasonally adjusted
1975 1st quarter	92	92
2nd quarter	104	102
3rd quarter	96	100
4th quarter	112	109
1976 1st quarter	116	116
2nd quarter	115	113
3rd quarter	104	109
1975 January	85	87
February	95	94
March	96	94
April	103	97
May	111	110
June	98	98
July	95	98
August	89	100
September	103	103
October	116	106
November	114	111
December	105	112
1976 January	116	121
February	118	117
March	113	110
April	115	107
May	114	113
June	117	118
July	105	108
August	96	108
September	111	111
October	113	102
November	120	103

Inquiries: 01-212 0017 or 01-212 6474.

Acquisitions and mergers of industrial and commercial companies – fourth quarter 1976

The number of acquisitions of industrial and commercial companies fell in the fourth quarter of 1976, compared with the previous quarter. The number of acquisitions for amounts over £5 million in the fourth quarter was nearly three times that in the third quarter (only partially offset by fewer acquisitions for amounts less than £5 million) so that expenditure on acquisitions rose substantially. For 1976 as a whole the number of acquisitions, at 353, was 12 per cent higher than in 1975 and expenditure on acquisitions, at £427 million, was 47 per cent higher than in 1975, though both remained low compared with their levels between 1969 and 1973.

The financial press reported 72 companies acquired for £154 million in the fourth quarter of 1976 compared with 95 companies acquired for £108 million in the previous quarter. Table 1 shows that the figures for the fourth quarter represent a continuation of the low level of acquisition activity that has been evident since the middle of 1974. The value of sales of subsidiary companies fell again in the fourth quarter, following a fall in the previous quarter from the unusually high level of the second quarter, but the value of acquisitions of independent companies rose sharply to its highest level since the first quarter of 1974.

The largest acquisition during the fourth quarter of 1976 was that of Manbre and Garton acquired by Tate and Lyle for £47.5 million. The two other acquisitions during the quarter for amounts over £10 million were that of Teacher Distillers by Allied Breweries for £19.3 million and that of Hall Thermatank by AVP Holdings for £12.5 million.

Table 2 shows that the 13 largest acquisitions (18 per cent of the total number) accounted for 83 per cent of total expenditure in the quarter, while the remaining 59 acquisitions (82 per cent of the total number), which were each acquired for £2 million or less, accounted for 17 per cent of total expenditure. The average cost of acquisitions in the fourth quarter of 1976 was £2.1 million compared with £1.1 in the previous quarter, £1.2 million in 1976 as a whole, and £0.9 million in 1975.

Table 3 shows that the proportion of total expenditure in the form of cash fell in the fourth quarter of 1976, following a fall in the previous quarter, though it remained substantially larger than the proportion accounted for by either issues of ordinary shares or issues of fixed interest securities. The proportion in the form of ordinary shares rose in the fourth quarter, following a rise in the previous quarter, and there was also a slight rise in the fourth quarter in the proportion in the form of fixed interest securities though, as in most recent quarters, the proportion accounted for by this method of payment was much smaller than the proportion accounted for by either of the other two methods.

The proportion of total expenditure accounted for by each of these three methods of payment tends to vary considerably from quarter to quarter. However, the proportion in cash has tended to be high since the beginning of 1973, compared with earlier years, and the proportions in ordinary shares and in fixed interest securities have tended to be low. The proportion in fixed interest securities has generally been very low since the beginning of 1974. This pattern has continued into 1976.

Tables 1, 2 and 3 are taken from a more detailed analysis published in Business Monitor M7, Acquisitions and Mergers of Industrial and Commercial Companies (obtainable from HMSO each quarter for an annual subscription of 74p). The Business Monitor also contains tables analysing acquisitions and mergers by industry.

Notes

This analysis relates only to industrial and commercial companies in the United Kingdom and is based on reports in the financial press supplemented by special inquiries to companies to determine the form, value and timing of particular acquisitions. The Bank of England compiles an analysis of acquisitions and mergers relating to financial companies (banks, insurance companies, etc.) which is published in the *Bank of England Quarterly Bulletin.*

No method of valuing acquisitions is altogether free from objec-

TABLE 1 Acquisitions and mergers within the United Kingdom

	Total all acquisitions and mergers			Acquisitions of independent companies and mergers: Total			Acquisitions of independent companies			Mergers†			Sales of subsidiaries between company groups		
	Number acquiring	Number acquired	Value £ million	Number acquiring	Number acquired	Value £ million	Number acquiring	Number acquired	Value £ million	Number acquiring	Number acquired	Value £ million	Number acquiring	Number acquired	Value £ million
1969	686	846	1,068.9	595	744	969.2	593	742	961.6	2	2	7.6	91	102	99.7
1970	629	793	1,122.5	490	614	996.6	484	608	954.1	6	6	42.5	139	179	125.9
1971	687	884	911.1	498	620	745.6	498	620	745.6	—	—	—	189	264	165.5
1972	928	1,210	2,531.6	716	938	2,346.2	710	931	2,336.9	6	7	9.3	212	272	185.4
1973	929	1,205	1,304.3	724	951	1,057.5	722	949	1,055.2	2	2	2.3	205	254	246.8
1974	427	504	508.4	307	367	459.1	306	366	451.6	1	1	7.5	120	137	49.3
1975	276	315	290.8	180	200	221.0	177	197	215.1	3	3	5.9	96	115	69.8
1976	315	353	427.2	218	242	327.5	217	241	327.1	1	1	0.4	97	111	99.7
1973 1st quarter	258	362	323.7	195	278	280.4	195	278	280.4	—	—	—	63	84	43.3
2nd quarter	207	256	205.6	164	203	179.4	164	203	179.4	—	—	—	43	53	26.2
3rd quarter	215	276	431.7	175	226	299.7	173	224	297.4	2	2	2.3	40	50	132.0
4th quarter	249	311	343.3	190	244	298.0	190	244	298.0	—	—	—	59	67	45.3
1974 1st quarter	152	191	252.6	116	149	231.3	116	149	231.3	—	—	—	36	42	21.3
2nd quarter	105	128	129.8	68	83	118.1	68	83	118.1	—	—	—	37	45	11.7
3rd quarter	90	101	75.5	65	74	66.5	64	73	59.0	1	1	7.5	25	27	9.0
4th quarter	80	84	50.5	58	61	43.2	58	61	43.2	—	—	—	22	23	7.3
1975 1st quarter	50	56	47.1	35	37	38.4	34	36	36.9	1	1	1.5	15	19	8.7
2nd quarter	82	99	50.8	52	62	38.0	51	61	37.4	1	1	0.6	30	37	12.8
3rd quarter	81	88	111.9	50	55	77.5	50	55	77.5	—	—	—	31	33	34.4
4th quarter	63	72	81.0	43	46	67.1	42	45	63.3	1	1	3.8	20	26	13.9
1976 1st quarter	82	93	71.3	62	71	65.3	61	70	64.9	1	1	0.4	20	22	6.0
2nd quarter	81	93	93.3	49	55	44.3	49	55	44.3	—	—	—	32	38	49.0
3rd quarter	86	95	108.1	55	60	76.3	55	60	76.3	—	—	—	31	35	31.8
4th quarter	66	72	154.5	52	56	141.6	52	56	141.6	—	—	—	14	16	12.9

† A merger (which takes place when two companies combine to form a new company) is reckoned as the acquisition of the smaller company by the larger and is valued at the market value of the smaller company's share of the newly formed company.

TABLE 2 Size distribution of acquisitions within the United Kingdom

Expenditure	1975		1976		1976 1st quarter		1976 2nd quarter		1976 3rd quarter		1976 4th quarter	
	Number acquired	Value £m	Number acquired	Value £m	Number acquired	Value £m	Number acquired	Value £m	Number acquired	Value £m	Number acquired	Value £m
Over 25	1	32.4	1	47.5	—	—	—	—	—	—	1	47.5
Over 5 and up to 25	12	100.6	17	152.9	3	32.4	4	30.9	3	22.4	7	67.2
Over 2 and up to 5	24	71.3	31	103.3	4	12.4	9	32.5	13	44.3	5	14.1
2 or less	278	86.5	304	123.5	86	26.5	80	29.9	79	41.4	59	25.7
Total	315	290.8	353	427.2	93	71.3	93	93.3	95	108.1	72	154.5

TABLE 3 Categories of expenditure on acquisitions and mergers within the United Kingdom

	Expenditure (£ million)				Percentage of expenditure		
	Total	Cash	Issues of ordinary shares	Issues of fixed interest securities	Cash	Issues of ordinary shares	Issues of fixed interest securities
1969	1,069	296	552	221	27.7	51.6	20.7
1970	1,122	251	596	275	22.4	53.1	24.5
1971	911	285	437	189	31.3	48.0	20.7
1972	2,532	493	1,459	580	19.5	57.6	22.9
1973	1,304	691	466	147	53.0	35.7	11.3
1974	508	347	114	47	68.3	22.4	9.3
1975	291	173	93	25	59.4	32.0	8.6
1976	427	302	119	7	70.7	27.8	1.6
1973 1st quarter	323.7	120.7	157.4	45.6	37.3	48.6	14.1
2nd quarter	205.6	90.1	92.0	23.5	43.8	44.8	11.4
3rd quarter	431.7	310.5	100.5	20.7	72.0	23.2	4.8
4th quarter	343.3	169.4	116.4	57.4	49.3	33.9	16.8
1974 1st quarter	252.6	189.8	51.0	11.8	75.1	20.2	4.7
2nd quarter	129.8	68.9	27.3	33.6	53.1	21.0	25.9
3rd quarter	75.5	42.3	32.6	0.6	56.1	43.1	0.8
4th quarter	50.5	46.2	3.3	1.0	91.5	6.5	2.0
1975 1st quarter	47.1	38.7	7.1	1.3	82.2	15.0	2.8
2nd quarter	50.8	33.5	17.3	—	65.9	34.1	—
3rd quarter	111.9	64.4	24.0	23.5	57.6	21.4	21.0
4th quarter	81.0	36.2	44.6	0.2	44.7	55.1	0.2
1976 1st quarter	71.3	37.9	32.6	0.8	53.2	45.7	1.1
2nd quarter	93.3	83.1	9.5	0.7	89.1	10.2	0.7
3rd quarter	108.1	81.0	26.6	0.5	74.9	24.6	0.5
4th quarter	154.5	99.8	49.8	4.9	64.6	32.2	3.2

tion. The values shown here relate in general to expenditure during the current period, excluding any previous investments in the company acquired. Where possible, the values are market values, ie the cash paid or the market price at date of issue of shares or loan stock issued. Where market values are not available (as in the case of unlisted securities) or the cash payment is not disclosed, acquisitions are in general valued at the net book value of the acquired company. When comparing the series over time one must allow for the considerable short-term fluctuations in share prices, in addition to allowing for the general inflation of values.

Where the acquired company was a subsidiary of another United Kingdom company, the transaction is classified as a sale between company groups. Acquisitions between subsidiaries of the same company group, in the course of internal reorganisation, have been ignored.

As far as possible, acquisitions are recorded at the date when the transaction is finalised (eg when a bid is declared unconditional). This date usually comes before the date on which the shares in the acquired company are surrendered, although it may be considerably later than the date when the bid is first announced in the press.

Inquiries concerning this article should be addressed to: Economics and Statistics Division 6a, Departments of Trade, Industry and Prices and Consumer Protection, Room 142, 1 Victoria Street, London, SW1H 0ET (tel. 01-215 5538).

Metal working machine tools: sales and orders in November 1976

This article presents in table 1 monthly statistics of manufacturers sales and orders for metal working machine tools up to and including November 1976. These monthly statistics will be published in the Business Monitor PM 332, and full details of the quarterly inquiry will be published in the Business Monitor PQ 332.

The monthly estimates up to and including June 1976 have been adjusted to be consistent with the more comprehensive quarterly inquiry to be published shortly, and the latest provisional estimates will be revised when the appropriate information becomes available. Net new orders and orders-on-hand have been adjusted to the same basis of coverage and valuation as sales. A monthly employment series for the industry is also provided in table 2.

Summary

Provisional statistics for the three months September to November 1976 show an increase of around 14 per cent in the total value of sales over the previous months. Although this must be qualified with regard to the normal recovery from the summer holiday period and cost increases in recent months this is nevertheless an encouraging result. There are some indications that the decline in the underlying volume of sales is easing and that the trough may soon be reached. New orders have continued to increase, as they have done since the third quarter of 1975. The rate of increase on the previous three months is a modest 5 per cent, but the level reached is almost double that of a year ago. Home new orders continue to be stronger than

export. As a result of recent sales just exceeding the inflow of new orders, order books have shown a slight decline.

The estimate for employment shows again no net change from the level of 49.7 thousand.

Recent trends for machine tools

The latest statistics for the three months up to November 1976 show that total deliveries, at £94 million in current value terms, have increased by 14 per cent over the previous three months. Some of this reflects further increases in prices, and the rise may also be partly a seasonal effect. The fact that sales are only up by 5 per cent on a year ago must mask a decrease in volume terms over that longer period. Home sales, at £60 million, have shown a considerable increase of 17 per cent in the latest three months compared with the previous period, and are probably not less than the level of a year ago in volume terms. The performance of export sales, at £34 million, was not quite so good, but the increase of 9 per cent over the previous three months is encouraging, although the level was still 10 per cent lower than a year ago.

Total new orders (net of cancellations) received for the three months to November showed that new contracts secured, in current value terms, continued to rise steadily to a total of £90 million. The rise over the preceding three months was 5 per cent, and they showed an increase of 96 per cent over the corresponding period a year ago. New home orders accounted for most of the improvement; at £62 million they comprised almost two-thirds of new business received, a higher proportion than at any time in this decade. They were more than double the level of a year ago. They were also in excess of deliveries so that home order books have continued to rise in current value terms, and appear at least to have levelled out by volume. With some recovery expected in coming months, the level of future sales should also stabilise and begin to improve.

Export new orders in September to November just failed to show an increase over the previous three months, but are still a very healthy 71 per cent above a year ago. At £28 million, they just failed to match the increase in export sales and so the export order books showed some further decrease.

As a consequence of the most recent increase in the current value of total sales not being quite matched by the continuing rise in new orders, total order books fell by a small amount, 2 per cent. At £198 million, however, they were still slightly higher than the lowest level recorded in July 1976. Home order books, which have been increasing since May 1976, offset the export order books which were still declining slowly towards the end of last year.

Included in table 2 in a specially prepared estimate of the employment of the industry covered by this article, ie the part of MLH 332 concerned with metal cutting and metal forming machine tools, but excluding welding equipment. This estimate for November 1976, at 49.7 thousand, is the same as for the two previous months, which had registered a slight increase on the lowest point of July 1976.

Inquiries regarding the published series should be addressed to Department of Industry, Room 610, Dean Bradley House, 52 Horseferry Road, London SW1P 2AB, tel. 01-212 0083.

TABLE 2 Metal working machine tools: employment

Thousands

1974	1st quarter	52.9	1975	1st quarter	54.0	1976	1st quarter p	49.6
	2nd quarter	53.2		2nd quarter	53.0		2nd quarter p	49.4
	3rd quarter	54.0		3rd quarter	52.2		3rd quarter p	49.5
	4th quarter	54.4		4th quarter p	50.6		October p	49.7
							November p	49.7

TABLE 1 Metal working machine tools: orders and sales

£ million

	Sales			Orders outstanding*			New orders		
	Total	Home	Export	Total	Home	Export	Total	Home	Export
1970	218.6	137.3	81.3	159.5	86.8	72.7	213.9	130.8	83.1
1971	207.7	121.7	86.0	106.0	46.0	60.0	154.2	80.9	73.3
1972	184.7	111.6	73.1	113.3	55.7	57.6	192.0	121.3	70.7
1973	213.2	129.1	84.1	216.0	120.4	95.6	315.9	193.8	122.1
1974	254.4	149.9	104.5	312.9	164.1	148.8	347.9	191.9	156.0
1975 r	327.9	189.0	138.9	224.2	112.3	111.9	239.2	137.2	102.2
1975 1st quarter r	81.2	48.4	32.8	297.3	154.1	143.2	65.6	38.4	27.2
2nd quarter r	78.5	46.1	32.4	284.5	144.0	140.5	65.7	36.0	29.7
3rd quarter r	81.8	46.1	35.7	255.1	125.3	129.8	52.4	27.4	25.0
4th quarter r	86.4	48.4	38.0	224.2	112.3	111.9	55.5	35.4	20.1
1976 1st quarter r	93.6	49.4	44.2	207.1	105.4	101.7	76.5	42.5	34.0
2nd quarter r	85.5	50.2	35.3	198.6	103.7	94.9	77.0	48.5	28.5
3rd quarter p	85.1	53.3	31.8	199.2	108.3	90.9	85.7	57.9	27.8
July r	26.1	14.2	11.9	274.9	137.4	137.5	16.5	7.6	8.9
August r	23.5	13.7	9.8	268.6	130.7	137.9	17.2	7.0	10.2
September r	32.2	18.2	14.0	255.1	125.3	129.8	18.7	12.8	5.9
October r	28.5	15.6	12.9	243.0	120.0	123.0	16.4	10.3	6.1
November r	28.0	16.8	11.2	226.0	109.9	116.1	11.0	6.7	4.3
December r	29.9	16.0	13.9	224.2	112.3	111.9	28.1	18.4	9.7
1976 January r	29.8	16.7	13.1	223.8	106.6	117.2	29.4	11.0	18.4
February r	30.4	15.5	14.9	216.2	106.5	109.7	22.8	15.4	7.4
March r	33.4	17.2	16.2	207.1	105.4	101.7	24.3	16.1	8.2
April r	27.4	17.0	10.4	209.6	104.2	105.4	29.9	15.8	14.1
May r	30.0	16.1	13.9	197.5	100.4	97.1	17.9	12.3	5.6
June r	28.1	17.1	11.0	198.6	103.7	94.9	29.2	20.4	8.8
July p	28.7	17.5	11.2	197.2	105.3	91.9	27.3	19.1	8.2
August p	25.1	16.1	9.0	201.3	107.5	93.8	29.2	18.3	10.4
September p	31.3	19.7	11.6	199.2	108.3	90.9	29.2	20.5	8.7
October p	30.5	18.6	11.9	198.4	111.8	86.6	29.7	20.1	9.6
November p	31.7	21.2	10.5	198.1	110.4	87.7	31.4	21.8	9.6
Three monthly totals									
September 1976 to November 1976	93.5	59.5	34.0	198.1	110.4	87.7	90.3	62.4	27.9
June 1976 to August 1976	82.0	50.8	31.2	201.5	107.5	93.8	85.7	57.8	27.0
September 1975 to November 1975	88.7	50.6	38.1	255.1	125.3	129.8	46.1	29.8	16.3
Percentage change latest three months on:									
1 Previous three months	+14	+17	+9	−2	+3	−7	+5	+9	0
2 A year earlier	+5	+18	−10	−22	−12	−32	+96	+109	+71

p = provisional. r = revised.

* The values for orders outstanding relate to the ends of the periods shown.

Due to rounding, constituent figures may not sum to their respective totals.

Retail sales in December 1976

Volume

The final seasonally adjusted index of the volume of retail sales in December is 108.3 (1971 = 100), close to the provisional estimate of 108½.

The estimate suggests a slightly lower level of trade than in November. However, total sales in recent months have generally changed little and the level of sales in the fourth quarter of 1976 was only marginally lower than that in the third quarter. In 1976 as a whole, the average volume of trade was similar to that in 1975.

For the main components of total trade, the volume of sales by food shops in the fourth quarter were 1 per cent lower than in the previous quarter. Sales by clothing and footwear shops also fell by 1 per cent while sales by durable goods shops and by 'other non-food' shops, which include department stores and mail-order businesses, were little changed between these periods.

Value

Based on non-seasonally adjusted data, the value of total retail sales in December was 16 per cent higher than in December 1975. In 1976 as a whole, the value of sales was 15 per cent higher than in 1975.

The indices for all shops, food shops, and total non-food shops are shown to the first decimal place to help interpretation, but should not be regarded as necessarily accurate to the final digit. The best indication of the recent trend is normally obtained by comparing the average index for the latest three months with the average for the immediately preceding three months, but month to month fluctuations may sometimes make it preferable to average two months or four months.

When using the volume figures, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the value series to constant prices become more acute. Thus, the relative accuracy with which volume changes have been measured is likely to have been reduced in recent periods.

The monthly period consists of four weeks except those marked * which are of five weeks. The December 1976 sales period was the five weeks from 28 November 1976 to 1 January 1977. The corresponding period in 1975 was the five weeks from 30 November 1975 to 3 January 1976.

The value estimates are compiled inclusive of VAT, and will, therefore, reflect changes in the rates of VAT. The volume estimates, however, are not affected by these changes since the retail price indices used to 'deflate' the value data are themselves inclusive of VAT.

Within the total, sales are analysed by 'kinds of business'; ie the statistics are of sales by particular kinds of shop rather than of sales of particular commodities. For example, while sales by shops classified as food shops are mainly of food, many of them also sell other goods. Similarly, some food is sold by shops classified to other kinds of business.

The seasonally adjusted series include, where appropriate, adjustments to make allowance for the inclusion of an extra week in the

TABLE 1 Volume of retail sales seasonally adjusted

Index numbers of sales per week (average 1971 prices) 1971 = 100

(Sales in 1971 £ million Provisional estimates)	All kinds of business (15,895)	Food shops (6,693)	Non-food shops Total (9,202)	Clothing and footwear shops (2,314)	Durable goods shops (1,801)	Other non-food shops (†) (5,087)
1971	100.0	100.0	100.0	100	100	100
1972	105.8	101.5	109.0	105	115	109
1973	110.7	101.0	117.7	109	127	118
1974	109.9	101.8	115.9	107	123	117
1975	107.9	99.3	114.2	108	121	115
1976	108.1	99.1	114.6	108	124	114
1974 1st quarter	109.4 r	100.1 r	116.2 r	107	121 r	119
2nd quarter	108.0r	101.3 r	112.8 r	104	118	115
3rd quarter	111.2	103.0	117.2	110	125	118
4th quarter	111.2 r	102.7 r	117.5	107	128	119
1975 1st quarter	111.1 r	100.8 r	118.6	112 r	129	118
2nd quarter	109.2 r	99.0 r	116.6 r	108	130	116
3rd quarter	105.4 r	98.1 r	110.6 r	107 r	111	112
4th quarter	105.7 r	99.1 r	110.4	105	113 r	112
1976 1st quarter	107.3	99.3 r	113.0 r	107 r	119 r	114
2nd quarter	107.6 r	99.8 r	113.3 r	107 r	122 r	113 r
3rd quarter	108.9 r	99.0 r	116.1 r	108 r	128 r	115
4th quarter	108.5	98.2	116.0	108	128	115
1975 October	105.2 r	98.7 r	109.9 r	106 r	110 r	112 r
November	104.9 r	98.9 r	109.3	103 r	112 r	111 r
December*	106.6 r	99.7 r	111.6 r	106 r	116 r	113
1976 January	110.2 r	99.6 r	118.0 r	113 r	125	118 r
February	106.6 r	99.3 r	112.0 r	106 r	119 r	112
March*	105.4 r	99.0 r	110.0 r	103 r	114 r	111 r
April	108.8 r	101.5 r	114.1 r	108 r	125 r	113 r
May	106.8 r	99.2 r	112.4 r	106 r	119 r	113 r
June*	107.3 r	98.9 r	113.4 r	108 r	122 r	113 r
July	108.8 r	99.7 r	115.5 r	108 r	128 r	115 r
August	108.9	99.4 r	115.9 r	108 r	128	115
September*	108.9 r	98.2 r	116.8	110 r	128 r	116
October	108.1 r	98.0 r	115.4 r	107 r	129 r	115 r
November	109.2 r	97.9 r	117.4 r	108 r	130	117 r
December*	108.3	98.6	115.4	108	127	115
1976 July-Sept	108.9 r	99.0 r	116.1 r	108 r	128 r	115
Oct-Dec	108.5	98.2	116.0	108	128	115
Percentage increase	−0.4	−0.8	−0.1	−1	—	—

TABLE 2 Value of retail sales seasonally adjusted

Index numbers of value of sales per week (current prices) 1971 = 100

(Sales in 1971 £ million Provisional estimates)	All kinds of business (15,895)	Food shops (6,693)	Non-food shops Total (9,202)	Clothing and footwear shops (2,314)	Durable goods shops (1,801)	Other non-food shops (†) (5,087)
1971	100.0	100.0	100.0	100	100	100
1972	112.0	108.9	114.2	112	118	114
1973	126.9	122.8	129.9	128	136	128
1974	146.7	144.5	148.2	149	143	150
1975	174.5	174.6	174.4	172	166	178
1976	200.3	204.4	197.3	190	186	205
1974 1st quarter	136.5 r	134.6	137.9 r	139	134	139
2nd quarter	141.2 r	140.0 r	142.0 r	142	136	144
3rd quarter	150.9	147.9	153.1	156 r	147	154
4th quarter	158.1 r	155.6 r	159.9 r	159	155	162
1975 1st quarter	166.0 r	162.3 r	168.6 r	171 r	162	170 r
2nd quarter	174.2 r	172.7 r	175.3 r	169 r	178 r	177
3rd quarter	176.7 r	178.9 r	175.0 r	174 r	161	181
4th quarter	181.7 r	185.5 r	178.9 r	173	165 r	186 r
1976 1st quarter	190.3 r	193.0 r	188.4 r	182 r	176	195
2nd quarter	195.1 r	199.8 r	191.8 r	186 r	180 r	199 r
3rd quarter	203.8	207.6	201.1 r	194 r	190 r	208
4th quarter	211.9	217.3	208.0	199	197	216
1975 October	178.1 r	180.6 r	176.3 r	173	160 r	184 r
November	180.2 r	185.3 r	176.5 r	169 r	164 r	185 r
December*	185.7 r	189.5 r	182.9 r	177 r	171 r	190
1976 January	193.7 r	191.4 r	195.4 r	189 r	184 r	202
February	189.1 r	193.7	185.9 r	180 r	176 r	192
March*	188.6 r	193.8 r	184.7	179 r	170 r	193 r
April	196.2 r	201.1 r	192.6 r	186 r	185 r	198 r
May	193.5 r	198.4 r	190.1 r	184 r	177 r	198 r
June*	195.6 r	199.9 r	192.5 r	188	178 r	199 r
July	200.2 r	204.1 r	197.4 r	190 r	189	204 r
August	204.2 r	208.4 r	201.2 r	193 r	191 r	209 r
September*	206.4	209.7 r	204.0 r	198 r	191 r	212 r
October	207.7 r	212.3	204.3 r	195 r	196 r	212 r
November	212.9 r	217.5 r	209.6 r	198 r	199 r	218 r
December*	214.5	221.3	209.6	202	195	218
1976 July-Sept	203.8	207.6	201.1 r	194 r	190 r	208
Oct-Dec	211.9	217.3	208.0	199	197	216
Percentage increase	4.0	4.7	3.4	2	3	4

† Including department stores and mail order businesses.

January 1975 trading period. (See Technical Note in *Trade and Industry* of 14 March 1975.)

Many of the figures included in the tables for the last three years have been revised since the last article. The revisions, which are generally comparatively small, stem from revisions to the seasonal adjustments to incorporate the experience of 1976. New seasonal adjustments have been calculated for the four broad kinds of business – food shops, clothing and footwear shops, durable goods shops and other non-food shops – for both the value and volume series. As before, the series for all kinds of business and for non-food shops are derived by weighting together the appropriate component series. The figures for 1976 have also been revised to make the seasonally adjusted totals for the year equal to the totals of the unadjusted figures. The figures for certain months of 1975 and 1976 have also been affected by some small changes to the 'extra week' adjustments, referred to above.

The article giving the provisional estimates of the seasonally adjusted index of the volume of retail sales for January and the increase in the value of sales compared with a year earlier will be published later this month.

Inquiries: 01-215 3705.

Hire purchase and other instalment credit business in December 1976

Finance houses and retailers advanced £330 million in new instalment credit agreements in December (seasonally adjusted), much the same as in November. However, finance houses' lending showed a small increase in December while retailers' advances were more in line with lending in September and October and slightly lower than in November. In the fourth quarter both retailers and finance houses increased their advances by 6 per cent compared with the third quarter. Total lending increased steadily during 1976 and was about 20 per cent higher on average than in 1975. The growth of finance houses' lending was greater than that of retailers.

The average weekly value of retailers' instalment credit sales, though lower in December than November, increased by 6 per cent in the fourth quarter compared with the third quarter. Within the total, durable goods shops' sales increased by 3 per cent, department stores' sales by 8 per cent and other instalment credit retailers' sales (mainly mail order business) by 7 per cent. In 1976 as a whole durable goods shops' credit sales increased by 20 per cent, department stores' by 11 per cent and other instalment credit retailers' by 15 per cent. Sales in the first two quarters of the year were at more or less the same level and they then increased in both the third and fourth quarters.

The debt outstanding to retailers and finance houses increased by £33 million in December and by £120 million in the fourth quarter following an increase of £106 million in the third. It increased steadily through the year and by the end of 1976 was £342 million higher than at the end of 1975. Debt to finance houses showed a greater increase than that to retailers, although most of that increase was concentrated in the second, third and fourth quarters while the increase in debt to retailers was more evenly spread over the whole year. At the end of 1976 the total amount outstanding on instalment credit agreements with retailers and finance houses was £2,662 million (*not* seasonally adjusted), 15 per cent more than a year earlier.

The seasonally adjusted figures for 1976 have been revised to bring the totals for the year into line with the totals of the unadjusted figures. Some revision, either upward or downward, usually has to be made at the end of the year, because the seasonally adjusted figures do not as a rule add up precisely to the recorded totals.

Inquiries: 01-215 3162.

TABLE 1 Hire-purchase and other instalment credit business seasonally adjusted

£ million

	Total		Finance houses†		Retailers‡	
	New credit extended	Change in debt	New credit extended	Change in debt	New credit extended	Change in debt
1971	2,053	240	990	165	1,063	75
1972	2,497	424	1,222	296	1,275	128
1973	2,871	438	1,453	332	1,418	106
1974	2,517	−155	1,037	−160	1,480	5
1975	2,992 r	−10	1,201	−55	1,791 r	45
1976	3,606	342	1,531	202	2,075	140
1975 1st quarter	715 r	−10 r	286	−11	429 r	1 r
2nd quarter	759	14	309	−11	450	25
3rd quarter	749 r	−4 r	303	−17	446 r	13 r
4th quarter	769	−10	303	−16	466	6
1976 1st quarter	844 r	37 r	342 r	1 r	502 r	36 r
2nd quarter	875 r	79 r	384 r	59	491 r	20 r
3rd quarter	915 r	106 r	391 r	60	524 r	46 r
4th quarter	972	120	414	82	558	38
1976 April	291	26 r	126 r	16	165 r	10 r
May	292 r	26 r	126	24	166 r	2 r
June	292 r	27 r	132	19	160 r	8 r
July	291 r	31 r	126	24	165 r	7 r
August	305 r	39 r	129	19	176 r	20 r
September	319	36 r	136 r	17	183 r	19 r
October	310 r	36 r	128	23	182 r	13 r
November	332 r	51 r	139 r	26	193 r	25 r
December	330	33	147	33	183	—
1976 Jul-Sep	915	106	391	60	524	46
Oct-Dec	972	120	414	82	558	38
Percentage increase	6		5		6	
Debt outstanding at 31 December 1976 (unadjusted)	—	2,662	—	1,625	—	1,037

† Direct business only: ie excluding agreements block discounted with finance houses by retailers.

‡ Durable goods shops, department stores and 'other instalment credit retailers.' For further definitions see footnote to Table 2.

TABLE 2 Retailers' instalment credit sales seasonally adjusted

Index numbers of value of sales per week (current prices) 1966 = 100

	Total†	Durable goods shops	Department stores	Other instalment credit retailers‡
HP and other instalment credit sales in 1966§				
£ million	(862)	(327)	(46)	(489)
1971	134	138	138	131
1972	158	162	157	155
1973	176	165	181	183
1974	184	132	193	217
1975	218 r	161	231	254
1976	252	194	257	292
1975 1st quarter	208 r	153	228	244 r
2nd quarter	220	174	223	250
3rd quarter	217	157	229	257
4th quarter	226	163	242	267
1976 1st quarter	243 r	189	263 r	277 r
2nd quarter	239 r	187	227 r	275 r
3rd quarter	257 r	196	259 r	297 r
4th quarter	272	202	279	317
1976 April	241 r	188	201 r	281 r
May	242 r	185	230 r	281 r
June*	234 r	187	247 r	265 r
July	241 r	196	240 r	272 r
August	258 r	194	242 r	302 r
September*	268 r	198	287 r	314 r
October	266 r	204	282 r	306 r
November	281 r	209	307 r	326 r
December*	269	195	253	320
1976 Jul-Sep av.	257	196	259	297
Oct-Dec av.	272	202	279	317
Percentage increase	6	3	8	7

† Durable goods shops, department stores and 'other instalment credit retailers'.

‡ General stores (other than department stores), general mail order houses and co-operative societies' non-durable goods departments.

§ Excluding sales against checks issued by other organisations.

The monthly periods for retailers consist of four weeks except those marked * which are of five weeks. The period covered by December 1976 sales was the five weeks from 28 November 1976 to 1 January 1977. The corresponding period in 1975 was from 30 November 1975 to 3 January 1976.

Wholesale price indices in January

Output prices

The provisional price index for the home sales of manufactured products increased by 3¼ per cent in January to 244.9 (1970 = 100).

More than half of this increase, which equalled the previously highest figure in January 1975, was caused by three special factors. The annual bunching of price increases at the start of the year, the increased duty on alcoholic drinks and tobacco announced in the December Budget and the sharp rise in food prices each contributed more than ¼ per cent.

The increase of 2½ per cent in the price index for manufactured products other than food, drink and tobacco reflected the established annual pattern of price changes. The only sectors of industry to show price rises of less than 2 per cent were clothing and footwear and the bricks and cement industries.

Higher prices for milk and chocolate confectionery were responsible for half of the rise of 3½ per cent in the index for the food manufacturing industries.

The change in the index for all manufactured products measured over a 12-month period rose sharply, from 17¾ per cent in December to 19½ per cent in January.

Input prices

The provisional price index for materials and fuel purchased by manufacturing industry rose by 2½ per cent to 338.2.

Three-quarters of the increase of 2½ per cent in the index of materials purchased by manufacturing industry other than the food, drink and tobacco industries was caused by the higher dollar price of crude oil, effective from 1 January, partly offset by the improvement of the exchange rate of sterling. Lower prices for imported steel, imported chemicals and woodpulp limited the effect of price rises for a range of other imported commodities, particularly paper and paper board, newsprint, aluminium and copper.

The increase of 2¾ per cent in the index of materials purchased by the food manufacturing industries was mainly due to higher prices for milk. Lower prices for imported wheat largely offset higher prices for other imported materials, particularly tea and oilcake.

1970 = 100

	Nov	Dec p	Jan p
Output prices (home sales)			
All manufactured products	234.6	237.2	244.9
Products of manufacturing industry other than food, drink and tobacco industries	242.0	244.6	250.8
Products of the food manufacturing industries	252.5	255.8	264.5
Prices of materials and fuel purchased			
By manufacturing industry	331.8	330.1	338.2
materials	341.8	339.7	348.4
coal, gas and electricity	236.6	238.9	241.0
By manufacturing industry other than food, drink and tobacco industries	350.5	346.2	354.4
materials	366.7	361.5	370.6
By food manufacturing industries	290.3	294.4	302.2
materials	291.0	295.1	303.1

p = provisional.

Inquiries: 01-215 3157.

The full article will be published next week.

Index of retail sales in Northern Ireland in November

The seasonally adjusted index of the value of retail sales in Northern Ireland for November was 269 (1965 = 100), 16 per cent more than in November 1975.

After allowing for price changes, the total volume of sales in November decreased by about 1 per cent compared with the corresponding period last year.

The seasonally adjusted index numbers of the value of sales in November and the percentage increases on a year earlier for the main groups of traders are shown below. More detailed information can be obtained from the Department of Commerce, Index of Retail Sales, 21 Linenhall Street, Belfast BT2 8BZ (tel. Belfast (0232) 28081, ext. 140).

		November 1976	
Sales by:	Sales in 1965 – £m	Seasonally adjusted value index numbers 1965 = 100	Percentage increases
All kinds of business	219	269	16
Food shops	97	279	17
Non-food shops	122	259	16
Of which:			
Clothing and footwear shops	36	223	15
Durable goods shops	21	248	25
Miscellaneous non-food shops	43	319	16
Department and general stores	22	216	6

Business Monitors – Annual census of production 1972 – summary and enterprise tables

Business Monitor PA 1002, the final part of the Report on the Census of Production 1972, was published on 31 January. As in the 1970 Monitor (C154) and the 1971 Monitor (PA1002) there are a number of tables summarising results previously published in the separate industry monitors (PA101-PA603) together with tables analysing census data by enterprise. These tables include, for each industry, as did those for 1970 and 1971, concentration ratios for the five largest enterprises by employment size. Besides analyses of enterprises by size of employment and net output there are tables summarising data for the 100 largest enterprises in manufacturing industries (Orders III-XIX of the Standard Industrial Classification (revised 1968)) by size of employment, net output and turnover.

This Business Monitor can be obtained from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH (tel 01-928 6977) price £5.25 or through any government bookshop.

Further information on this Business Monitor and on the Censuses generally can be obtained from: Mr R. J. Egerton, Business Statistics Office, Cardiff Road, Newport, Gwent NPT 1XG, tel. Newport 56111 (STD code 0633) ext. 2455.

British Film Fund Agency returns

The British Film Fund Agency has authorised the publication of the following information for the four weeks ended 25 December 1976.

	£
Distributors' earnings submitted	
Low cost films:	
Eligible (after multiplying by 2½)	54,585
Not eligible for 2½ times rental	22,750
	77,335
High cost films (including newsreels after multiplying by 2½)	224,978
	302,313
Films under 3,000 ft (after multiplying by 2½)	23,829
	£326,142
Levy collections paid to the agency by HM Customs and Excise to 11 January 1977 including an estimate of collections approximately covering entertainments for the four weeks ended 25 December 1976	£172,000

The second interim allocation for the twentieth year will be at the rate of 38 per cent.

Registration of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 4 February 1977.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
World Within A Ring	BR/E 38949/6/2/82	30	3 February	EMI Film Distributors Ltd	New Decade Films Ltd, London
Not Now Comrade	BR/E 38950/6/2/82	90	3 February	EMI Film Distributors Ltd	Not Now Films Ltd, London
White Rock	BR/E 38951/6/2/82	76	3 February	EMI Film Distributors Ltd	Worldmark Productions Ltd, London
Genesis	BR/E 38952/6/2/82	45	3 February	EMI Film Distributors Ltd	Worldmark Productions Ltd, London
Sky Pirates	BR/E 38960/6/2/82	60	4 February	Children's Film Foundation Ltd	Ansus Films Ltd, London
Review No 6 (30th Year)	BR/E 38961/6/2/82	9	4 February	Data Film Distributors Ltd	The National Coal Board, London
Movietone News 2487	BR/E 38848/6/2/82	8	4 February	British Movietonews Ltd	British Movietonews Ltd
			COMMUNITY		
Poopie Dances	EC 38953/6/2/82	11	3 February	Gala Film Distributors Ltd	Claude Cohen Aloro, Paris
Ludwig – Requiem For A Virgin King	EC 38954/6/2/82	139	3 February	Contemporary Films Ltd	TMS Film GmbH, Munich
Coup De Grace (Der Fangschuss)	EC 38955/6/2/82	137	3 February	Contemporary Films Ltd	Bioscop-Film GmbH, Halleluhaj Film GmbH, and Co Pruducktionsteam-KG, Munich and Argos Films, Paris
			FOREIGN		
F For Fake	F 38948	85	1 February	Essential Cinema Ltd	SACI, Tehran, Janus Film, German Federal Republic and Les Films L'Astrophore, Paris
Blazing Magnum	F 38956	99	3 February	Hemdale International Films Ltd	Universal Orb et, Geneva
Carquake	F 38957	91	4 February	Hemdale International Films Ltd	Silverstein International Corporation, New York
The Battle of Manchuria	F 38958	90	4 February	Grand National Film Distributors Ltd	Monarex AG, Switzerland
The Panda	F 38959	31	4 February	Gala Film Distributors Ltd	China Film Distribution and Exhibition Corporation, Peking

AMENDMENTS TO THE REGISTER

The registration number of the film 'My Name Is Nobody', registered on 6 December 1976, has been amended to EC 38892/12/12/81.

The registration number of the film 'Live Like A Cop – Die Like A Man', registered on 19 January has been amended to EC 38941/23/1/82.

Provisional estimates of vehicle production and new car registrations in January

Tables 1 and 2 show United Kingdom vehicle production in the four weeks ending 29 January 1977, as estimated from provisional returns supplied by the major manufacturers.

January car production at 123,000 units (30,800 per week) was 28 per cent above the number produced in January 1976. Commercial vehicle output of 34,300 units (8,600 per week) was 32 per cent above the level in January 1976.

Seasonally adjusted, January car output of 128,000 units was 15 per cent above the monthly average for 1976. Commercial vehicle output at 38,400 units was 24 per cent above the 1976 monthly average. Comparing the three months November to January with the preceding three-month period, car production rose by 13 per cent while commercial vehicle production rose by 12 per cent.

Table 3 shows provisional estimates of new car registrations in Great Britain. Seasonally adjusted, new car registrations in January are provisionally estimated at 95,000. In the three months November to January, the average monthly level of registrations was 108,000 a rise of 5 per cent compared with the preceding three months.

TABLE 1 Estimated UK production in January

Thousands

	Cars		Commercial vehicles	
	Month	Weekly average	Month	Weekly average
Estimated output:				
1977 (4 weeks ended 29.1.77)	123.0	30.8	34.3	8.6
1976 (4 weeks ended 24.1.76)	96.4	24.1	26.0	6.5
Percentage change		+28		+32

TABLE 2 UK vehicle production: monthly averages (seasonally adjusted)

Thousands

	1975	1976						1977	Average of		
	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Nov.	Dec.	Jan.	Aug/Oct 1976	Nov 1976/ Jan. 1977	% change
Cars	99	116	114	106	107	112	99	128	100	113	+13
Commercial vehicles	29.6	31.6	31.4	30.4	30.6	33.6	27.4	38.4	29.6	33.1	+12

TABLE 3 GB: New car registrations monthly averages

Thousands

	1975	1976						1977	Average of		
	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Nov.	Dec.	Jan.	Aug./Oct. 1976	Nov. 1976/ Jan. 1977	% change
Recorded	69	115	110	107	87	104	61	114			
Seasonally adjusted	89	103	106	97	113	119	111	95	103	108	+5

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Title	Last published
Air transport: trade by air (A)	16 July 1976
Balance of payments:	
current account (M)	21 Jan. 1977
trends in invisible transactions	22 Oct. 1976
(*see also* Overseas trade of the UK)	
Business names and limited partnerships (A)	7 May 1976
Capital expenditure: manufacturing, distributive and service industries (Q)	7 Jan. 1977
By regions	19 Nov. 1976
Catering trades turnover (M)	14 Jan. 1977
Census of production (A)	28 Jan. 1977
Chemicals industry activity (Q)	7 Jan. 1977
Companies:	
acquisitions and mergers (Q)	This week
Liquidations *see* Insolvencies	
liquidity (Q)	10 Dec. 1976
new registrations:	
Gt. Britain (M)	21 Jan. 1977
N. Ireland (M)	4 Feb. 1977
rate of return on capital (A)	8 Oct. 1976
Structure of company financing	4 Feb. 1977
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Release dates of economic statistics	28 Jan. 1977

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